

12 Ways Microsoft Technology Keeps Distribution Ticking Like Clockwork



Fleet and Asset Management

Maximize the up time of all your equipment:

- Trucks and trailers
- Internal equipment
- Preventive and emergent work planning
- Tracking of asset investments and depreciation
- Modern data collection tools

Finance: AP Automation

Comprehensive vendor invoice automation:

- Automated invoice matching & approval
- Simplified AP Dashboards
- AI with Copilot capabilities for procure-to-pay processes

Finance: AR Automation

Credit and Collections dashboards to manage cashflow:

- Credit ratings & payment history
- Customer communications & history
- AI-generated summaries of customer accounts

Transportation Costs

Reduce & control your single biggest cost:

- Compare fleet, third party carriers and routes
- Use DOM to efficiently align supply & shipping
- Simplify and automate the freight reconciliation processes

Inventory Management

Maintain efficiencies during inventory related processes:

- Robust cycle counting processes
- Accurate inventory costing
- System driven warehousing processes
- Real time inventory
- Increased traceability

Route Optimization

Manage multiple transportation requirements:

- Schedule routes to consolidate loads
- Identify field service routes for optimal experience
- Calculate route based on emissions, timing, & cost

Returns Management

Ability to track returned items from simple to complex scenarios:

- Retail return to store
- Field service tech returns and refurbishing
- Replacement parts and replacement cost tracking
- Customer service and case management

Demand Management

Demand Driven MRP for performance improvements:

- Accurate forecasts
- AI and machine learning models that also use external data sources
- Integrate IoT telemetry, external forecasting tools & 3PL demand
- Implement Average Daily Usage
- Provide 'priority-based planning'

Reporting

Surface system data in advanced visualizations & views for real-time decision making:

- Remove data silos
- Exception based reporting and visual analytics
- Reporting options based on sector and distributor

Capture supplier performance and ratings to maintain profitability and customer success:

- Track date requested, date committed & date delivered
- Simplified data views of supply 'risks' to prevent supply chain disruptions

Supplier Performance

Manage pricing strategies to increase profitability:

- Track customer specific packaging & handling requirements
- Specialized pricing structures
- Sales management visibility for optimal impact on margins

Pricing Management

Data Management

Improve data quality and integrity in one holistic system:

- Create workspaces by jobs, titles, roles & departments
- Reduce manual data capture errors through one integrated system
- Unified data handling through batch identity, CRM & robotic retrieval