

# 5 proven approaches to grow your Distribution Business with the right solution

Your business. Your way.



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## **5 proven approaches to growing your Distribution business**

- Enterprise Resource Planning (ERP) systems are commonly used for financial management, with tools for accounting, budgeting, and financial reporting.
- However, a business solution should offer more than just financial oversight – it should drive growth by improving the buying experience, automating and integrating processes, and enhancing decision-making.
- It should allow you to grow your business with ease.

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**This eBook details five ways to leverage your business solution to grow your business profitably.**





# 5 proven approaches to growing your Distribution business

1



Choose a point-of-sale that fulfils all sales opportunities




2




Uncover growth opportunities with actionable data insights




3




Maximise your order intake with optimal availability




4




Empower your on-the-ground teams to deliver exceptional customer service



5



Grow from 10 to 1,000 locations with a solution that scales with you



Bonus: Strategy

6



Deliver uninterrupted sales with offline POS capabilities





# Approach 1: Choose a point-of-sale that fulfils all sales opportunities

## The Challenge

Handling diverse order types – everything from drop shipping to in-store purchases – requires precise coordination across various stock locations. This is a challenge for traditional systems, leading to a limited range of options for customers and decreased satisfaction, with potential upsell and cross-sell opportunities overlooked. Inadequate order processing also leads to delays, high operational costs, and disruptions in service.



How the right solution solves this



# Approach 1: Choose a point-of-sale that fulfils all sales opportunities



What our customers say



## Approach 1: Choose a point-of-sale that fulfils all sales opportunities

### What our customers say

“Turnover has doubled in the seven months since K8 was implemented and, although I can’t put that all down to K8, there’s no way we could have managed the current level of business using the old system.”

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Checklist





# Approach 1: Choose a point-of-sale that fulfils all sales opportunities

## Your modern business solution must:

- 1 Handle a variety of transaction types and allow you to sell products that are not physically in stock
- 2 Support both immediate payment and deferred collection options
- 3 Fully integrated order management processes with inventory and dispatch
- 4 Support automated cross-selling and upselling



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## Approach 2: Uncover growth opportunities with actionable data insights

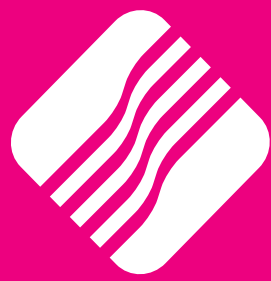
### The Challenge

Data is the backbone of every critical decision – whether you’re managing inventory, negotiating supplier contracts, or refining customer service – and is crucial for sustainable, profitable business growth. However, many businesses struggle with fragmented data systems that prevent them from fully capitalising on their data. Key insights are lost, making it difficult to refine growth strategies, optimise margins and stay competitive.



How the right solution solves this





# Approach 2: Uncover growth opportunities with actionable data insights





## Approach 2: Uncover growth opportunities with actionable data insights

### What our customers say

"We love Vecta and the visibility it gives of our business. Management have the detail needed for informed decision making and providing direction to the team; the sales team have an instant view of their territory trends and opportunities and are fully prepared for every customer conversation."



Our sales team now instantly have a clear view of opportunities with our customers. They can easily identify products that individual customers should be buying and track and compare customers to help us to fill gaps and win business. It's a great tool that helps us to provide top class customer service.



10 KPI's





## Approach 2: Uncover growth opportunities with actionable data insights

### 10 KPIs that will maximise your business performance

1	Inventory turnover ratio	Measures how effectively inventory is managed
2	Order fulfilment cycle time	Tracks the time taken to complete an order from placement to delivery
3	Gross margin return on inventory (GMROI)	Indicates profitability relative to inventory costs
4	Customer order fill rate	Assess the percentage of orders fulfilled from available stock
5	Sales per warehouse square foot	Evaluates revenue generation efficiency in warehouse space
6	Days sales outstanding (DSO)	Reflects the average number of days to collect receivables
7	Supplier lead time	Measures the time taken by suppliers to deliver goods
8	Backorder rate	Tracks the percentage of orders delayed due to stockouts
9	Profit margin by product line	Analyses profitability across different product categories
10	Customer retention rate	Monitors the percentage of repeat customers over time



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## Approach 3: Maximise your order intake with optimal availability

### The Challenge

Inventory management directly impacts cash flow, customer satisfaction and profitability. However, many companies struggle with inventory-related challenges, such as overstocking, stockouts, inaccurate demand forecasting, and excessive carrying of costs. These issues lead to wasted resources, lost sales opportunities, and decreased competitiveness.



How the right solution solves this





# Approach 3: Maximise your order intake with optimal availability

01

Maintain optimal stock levels through live inventory tracking

02

Position your inventory to meet demand

03

Eliminate paper-based processes and gain control

How the right **solution** solves this



What our customers say



## Approach 3: Maximise your order intake with optimal availability

### What our customers say

"This helps us streamline our operations and optimise our inventory. And that task would be so much more difficult if we didn't have K8. So be it through moving, monitoring, buying or selling, the stock management facility within K8 is a real strength and creates value for us."

**Tile FLAIR**  
Create Something Beautiful

"K8 ePOD has been revolutionary for us in that there's no filing back at branch, so it's saving a huge amount of time. Filing all the paperwork used to be the branch junior's Saturday morning job - that's all gone now."



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**Grant & Stone**



Key ERP capabilities





## **Approach 3: Maximise your order intake with optimal availability**

### **Key ERP capabilities for inventory optimisation**

- Real-time inventory visibility across all locations
- Automated replenishment based on set thresholds and seasonality
- Optimised inventory distribution across multiple sites and space utilisation
- Technology as a facilitator, not a barrier, for staff
- Role-based task allocation and management



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# Approach 4: Empower your on-the-ground teams to deliver exceptional customer service

## The Challenge

Field operations, delivery, sales, and service are challenging to manage. Without real time access to data, field teams struggle to perform their tasks, leading to errors, delays and missed opportunities. The root cause is often outdated or disconnected systems that fail to provide timely and accurate information.



How the right solution solves this



# Approach 4: Empower your on-the-ground teams to deliver exceptional customer service



What our customers say



## Approach 4: Empower your on-the-ground teams to deliver exceptional customer service

### What our customers say

"ePICK is so simple. We're constantly recruiting additional team members but whoever we bring into the business can use ePICK with very little training. It's a secure and robust solution, and all the details of the picks come through to us instantly in the back office. So, for us, having our sales and transport teams see where we're up to is fantastic."



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**E.TUPLING**  
THE LEADING DISTRIBUTOR TO INDEPENDENT MERCHANTS

"K8 ePOD has streamlined our processes significantly. We no longer need to produce paper documents for our drivers, or sort and file delivery notes on their return. All delivery information is on one screen. It's a real time-saver."

**HOWARTH TIMBER**  
& BUILDING SUPPLIES



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# Approach 5: Grow from 10 to 1,000 locations with a solution that scales with you

## The Challenge

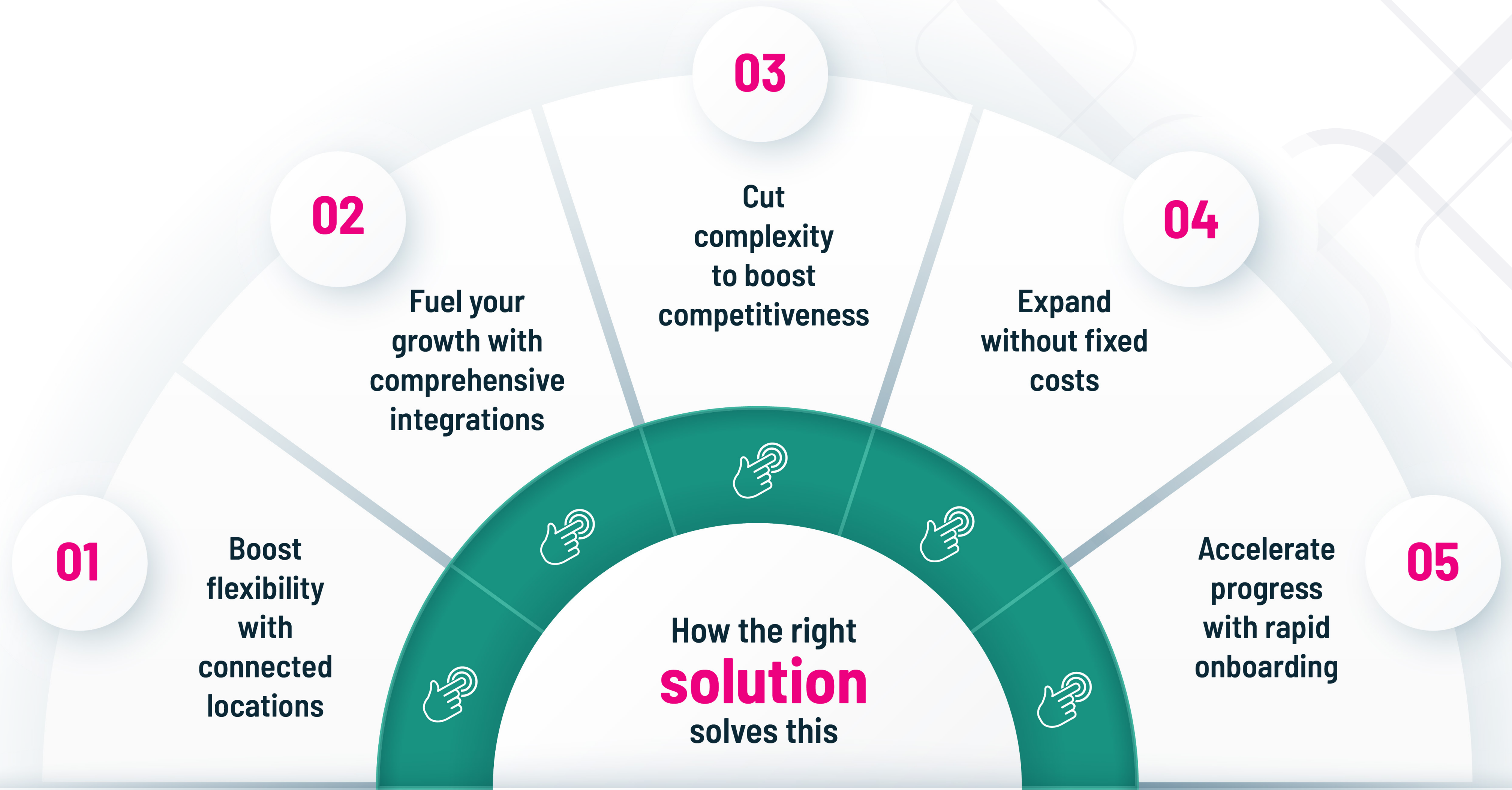
As distribution businesses expand, the complexity of managing operations across multiple locations increases. Coordinating various inventory types, aligning cross-functional teams, and maintaining consistent service quality becomes increasingly difficult. Misaligned resources and siloed operations hinder growth, while real-time coordination across locations becomes even more crucial for operational efficiency. Additionally, safeguarding sensitive business data and maintaining compliance are essential to preserving trust and operational integrity.



How the right solution solves this



# Approach 5: Grow from 10 to 1,000 locations with a solution that scales with you



What our customers say



# Approach 5: Grow from 10 to 1,000 locations with a solution that scales with you

## What our customers say

"K8 is a system that works intuitively, and the beauty is that it keeps on growing. The other competitors don't have the same add-ons and modules, which K8 lets you turn on and off as required."



'K8 is a system that will accommodate our growth. As a modern, forward-thinking company, it fits with where we are now, but more importantly, where we want to go in future. Because it's not just about meeting current demand; it's also about doing that for the next three to five years. We have ambitious plans, and we believe K8 is the robust, modern system that can help us achieve them.'

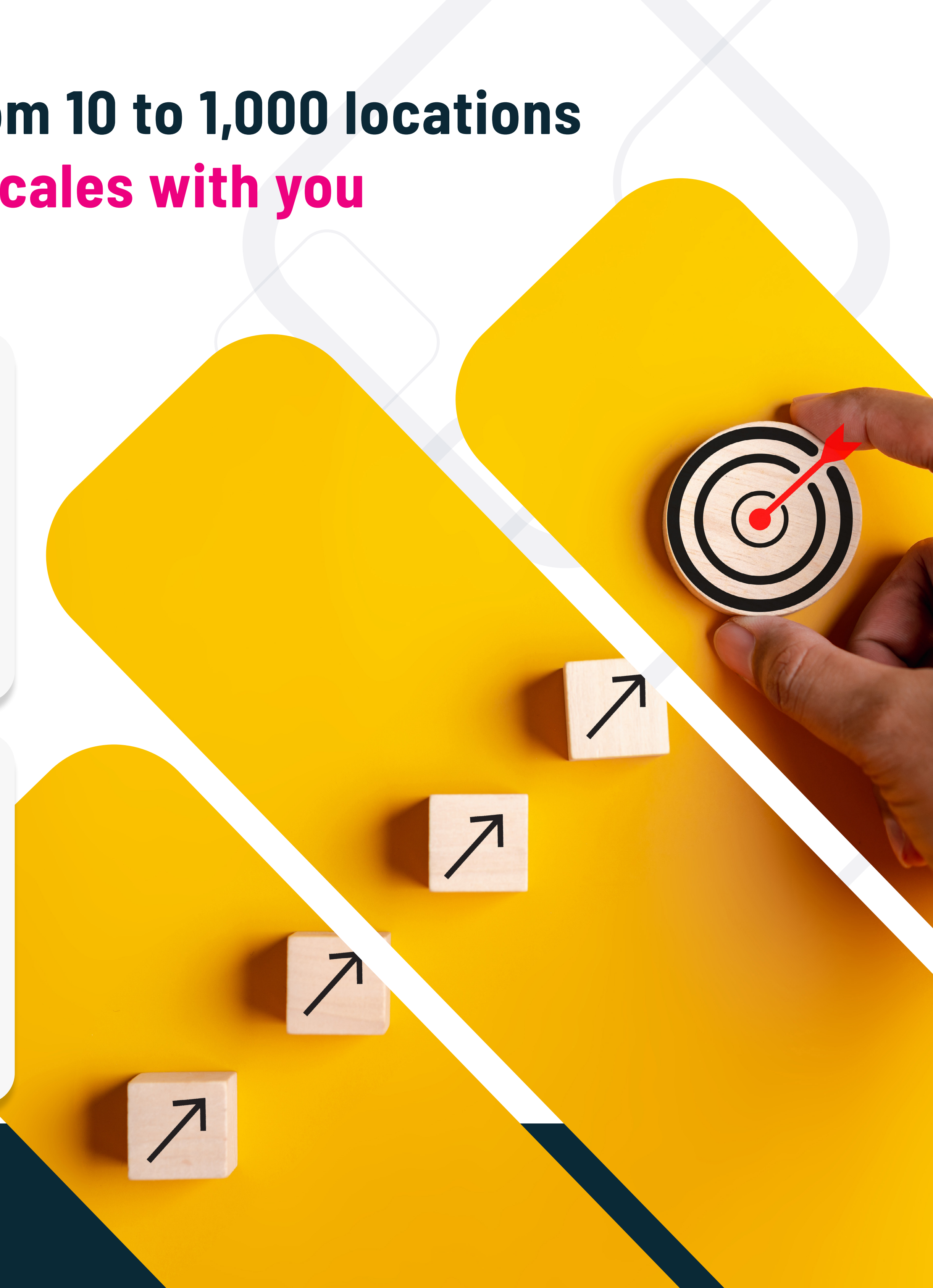


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**E.TUPLING**  
THE LEADING DISTRIBUTOR TO INDEPENDENT MERCHANTS



Checklist





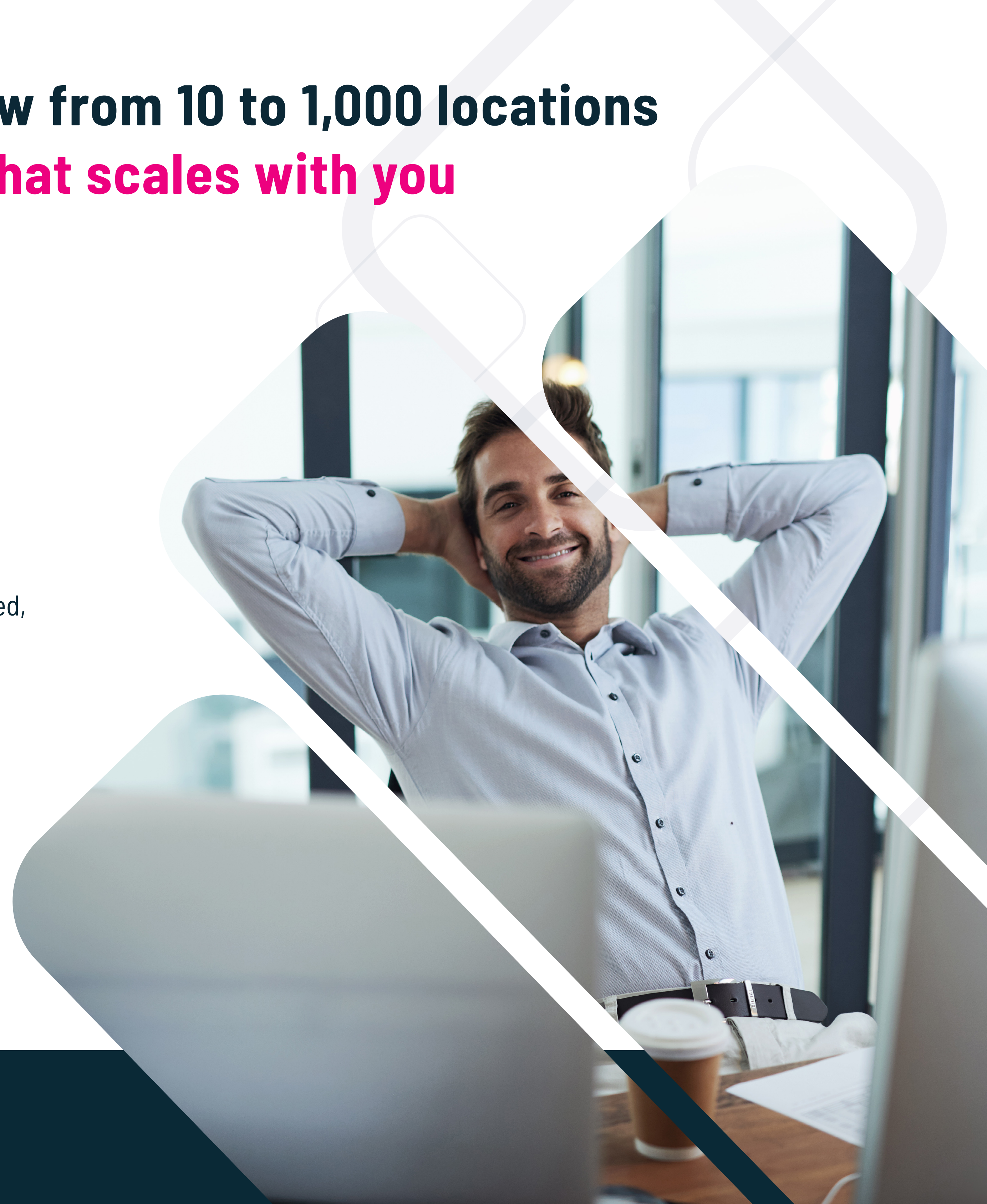
## Approach 5: Grow from 10 to 1,000 locations with a solution that scales with you

### Your modern business solution must:

- 1 Allow for modular expansion as your business grows
- 2 Handle multi-location operations with unified, real-time insight
- 3 Provide cloud-based scalability for IT resources
- 4 Integrate with third-party systems and services



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## **Bonus: Deliver uninterrupted sales with offline POS capabilities**

### **The Challenge**

- Many traditional POS systems rely heavily on constant internet access. This can be problematic in locations with unexpected power outages or network interruptions as they can lead to disruptions in sales transactions.
- Businesses face the risk of losing sales and customer satisfaction if connectivity issues arise.



How the right solution solves this



# Bonus: Deliver uninterrupted sales with offline POS capabilities

01

Never  
stop selling  
with  
uninterrupted  
service

02

Ensure consistent  
service quality with  
a consistent offline  
interface

03

Record with  
precision  
with  
automatic  
syncing

How the right  
**solution**  
solves this



Does your POS offer



## **Bonus: Deliver uninterrupted sales with offline POS capabilities**

### **Does your offline POS offer:**

- **Easy-to-use touchscreen:** Simple and intuitive navigation
- **Instant access to information:** Quickly find customer and product details, with integrated product suggestions to enhance sales
- **Smooth transaction processing:** Handle cash, sales, and payments easily, with automatic recording and accurate reconciliation
- **Flexible transaction handling:** Issue credit notes, refunds, and apply customer discounts or promotional rates as needed
- **Signature capture and receipt printing:** Securely record customer signatures and print receipts or collection notes on the spot





## Conclusion

- **The right solution system** is an asset that can transform your distribution business.
- By addressing key pain points such as scaling operations, managing diverse order types, and analysing complex data, a business solution **empowers your business to achieve sustainable growth** and improve operational performance.
- It's crucial to choose a solution that is **flexible, scalable, and tailored to the specific needs of your industry**. A well-chosen solution integrates with your existing processes, adapts to evolving demands, and supports long-term strategic goals, ultimately driving greater growth.
- For more insights or to explore business solutions that fit your business, **visit Kerridge Commercial Systems.**



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# Contact us

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