



KNOW MORE. ACT FASTER.

THE WHOLESALE INDUSTRY

Demand Driven. Inventory Optimized. Cost controlled.

Automotive

Discrete Manufacturing

Fashion

Food and Beverage

Non-food products

Pharma

Processes and Chemicals

Retail

Utilities

Wholesale

The key to success in the Wholesale Industry lies in anticipating and optimizing the timing of customer demand. Not surprisingly, Wholesale is undergoing more changes than other industries, as market forces, such as globalization, economy, technology, competition and government legislation put more pressure on this industry.

In order to be an effective organization in the Wholesale Industry, it is necessary to reduce costs, closely monitor market changes, manage shorter lead times and fulfill customer demands, all while margins are being squeezed. Putting additional strain on this industry are the alternatives which are being explored to reduce Wholesale services. In order to deal with these challenges, Wholesale needs to increase service levels as well as value added services. Accurate assortment control and supplier reliability are also of utmost importance in order to increase revenue, outperform competition and ensure customer loyalty. Examples seen today, which can predict the future of the Wholesale Industry include catering directly to the end-consumer through web shops and web-based business-to-business stores.

Using Every Angle, firms in the Wholesale Industry are enabled to provide value to customers and vendors, diversify from competition and elevate profitability and sustainability.

Results

The Every Angle out-of-the-box solution provides transparency across the entire supply chain resulting in the wholesale business user to:

- ✓ Improve service levels without increasing stock levels;
- ✓ Optimize vendor performance (reliability and cost);
- ✓ Avoid future bottlenecks (out-of-stock situations);
- ✓ Improve customer satisfaction and improve margins.

“ Thanks to Every Angle’s deployment as an SAP operations management add-on, we’ve had far more control over the supply chain and stock levels. ”



MANUELA PARADIEK
Controller
ERIKS

Every Angle’s value to the Wholesale Industry

Every Angle shows great insight into the processes along the supply chain and gives visibility to the respective (inter)dependencies which are critical to the Wholesale Industry, such as: customer demand, procure-to-pay, stock levels and finances.



“ Dealing with vulnerable products and demanding customers, we cannot afford any delays. That is why we plan our daily activities based on Every Angle information. ”

 **EDWIN STRAVER**
Supply Chain Analyst at Bakker.com



Bakker.com
Waar tuinierplezier begint

“ We can see where the bottleneck is in the process. ”



RENÉ OVERWATER
Manager of Administrative Logistics
ERIKS 

Bakker.com
Waar tuinierplezier begint


KONICA MINOLTA

ERIKS

STRADUSINFRA
Inspiring public places 

VAN LEEUWEN 



 **Every Angle**

Cross-process self-service analytics for SAP®

Every Angle's self-service, cross-process analytical capability empowers organizations with new levels of actionable insight - enabling them to **'know more and act faster'**. Every Angle provides real **understanding** of what is actually going on across the business (and why), enabling people to act early enough to **control** performance and drive significant financial **improvements**.

SAP® Certified Powered by SAP NetWeaver® **SAP® Certified** Integration with Applications on SAP HANA®

www.everyangle.com