

# Taking wholesale distribution to the cloud

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*SAP S/4HANA Cloud Public Edition provides wholesale distributors with smarter planning, precise inventory control and seamless fulfilment.*



# The operational challenges for wholesale distribution businesses

Wholesale distributors are faced with a complex and competitive global economy, long supply chains with deep interdependencies and constantly shifting demand patterns. Disconnected systems, manual processes and lack of real-time visibility and insights make it difficult to address key operational and financial challenges.

## Key challenges for wholesale distributors:

- Inaccurate demand forecasting and limited stock visibility
- Long lead times on imported raw materials and finished goods
- Poor planning leading to over-stocking or stockouts
- Slow pick/pack/ship workflows caused by manual processes
- Lack of transparency on missing items and late orders
- Difficulty managing import variables and landed costs
- Incompatibility with local EDI solutions and eCommerce platforms
- Disconnected systems creating inefficiencies, duplicated effort and costly errors

Legacy on-premise systems that rely on manual processes and workflows and lack integration between operations and finance make it virtually impossible to efficiently manage or effectively scale your wholesale distribution business.

## The cloud ERP built for high-performing distribution businesses

SAP S/4HANA Cloud Public Edition is the cloud-native ERP solution designed for businesses that are ready to digitise, transform and scale. It delivers out-of-the-box functionality, fit to standard processes, embedded intelligence and real-time analytics.

## SAP S/4HANA Cloud Public Edition benefits at a glance

Built-in Artificial Intelligence and automation to drive smarter and faster decision-making	Real-time data visibility and insights across operations, finance and your supply chain
Pre-configured industry best practices help speed deployment and reduce organisational risk	Remain current with automatic system updates and a clean core architecture
Seamless integration with other SAP products within the SAP Business Suite ecosystem	Proven scalability for growing wholesale distribution businesses

Scale smarter and increase operational efficiency with SAP S/4HANA Cloud Public Edition. It's the integrated and cloud-native ERP solution designed to help you manage the complexities and challenges of operating within the modern global economy.





# Wholesale distribution powered by SAP S/4HANA Cloud Public Edition

Wherever your business takes you, you're covered with SAP S/4HANA Cloud Public Edition. Built-in Artificial Intelligence, automation and analytics help deliver real operational improvements and financial efficiency at every stage of the distribution process.



## AI-powered demand forecasting

Built-in machine learning models help you anticipate demand across product categories, geographies and customer types. The system detects seasonality, trends and outliers to improve forecast accuracy and reduce excess inventory. Requires SAP ecosystem solutions.



## Integrated Business Planning (IBP)

Unify operational, sales and financial planning in one place. IBP supports scenario modelling, helps balance supply and demand, and enables real-time collaboration between departments, eliminating siloes and ensuring faster responses to change. Requires SAP ecosystem solutions.



## Container lifecycle management

Monitor inbound containers from suppliers to your warehouse with visibility into contents, status and estimated arrival times. Plan landed costs more accurately and improve warehouse readiness with early insights into arriving goods, all within your ERP system.



## Smart picking & packing

Set your own intelligent business rules around factors including shelf life, delivery zones or partial fulfilment requirements. Embedded logic helps your warehouse team prioritise picks based on urgency, availability and customer preferences.



## Real-time delay notifications

If orders are running late, the system automatically sends alerts to your sales team, so they can proactively update customers. Get real-time visibility so you can stay responsive from order to delivery.



## Landed cost calculations

Automatically calculate the true cost of imported goods including freight, duties, currency conversion and insurance. Ensure accurate pricing and protect your margins without the need to use complicated, time-consuming and error-prone spreadsheets.



## AI-driven inventory optimisation

Use AI to recommend stock movements, reordering strategies and safety stock levels to reduce stock-outs and overstocks while improving working capital efficiency.



## EDI integration for local retailers

Work seamlessly with local retailers via EDI to automate order-to-cash and procure-to-pay workflows. SAP S/4HANA Cloud Public Edition connects with EDI and eCommerce platforms to streamline high-volume B2B operations, improve collaboration with trading partners, and reduce administrative workload and data entry errors. Requires an EDI VAN.





## Build tomorrow's capabilities with the SAP ecosystem

*Beyond core cloud ERP capabilities, the broader SAP ecosystem is designed to support every facet of your distribution business, ensuring your systems are connected, secure and always evolving.*

SAP S/4HANA Cloud Public Edition is part of a larger digital ecosystem that supports everything from HR and procurement to analytics and spend management. With a modular structure, open APIs and deep native integrations, you can easily extend platform capabilities as your business grows.

### SAP connected cloud ecosystem highlights

- SAP Business Suite for core operations including finance, logistics, HR and customer relationships
- SAP Ariba for procurement and supply chain collaboration
- SAP Concur for travel, expense and invoice management
- SAP SuccessFactors for human capital and talent management
- SAP Business Technology Platform (BTP) for integration, data management and application development
- SAP Analytics Cloud for business intelligence and planning

## Take your wholesale distribution business to the cloud with Leverage Technologies

*SAP Gold Partner Leverage Technologies brings deep industry expertise to your implementation of SAP S/4HANA Cloud Public Edition.*

For a smooth and seamless transition to cloud ERP, you can rely on the experienced team at Leverage Technologies. Our experts will guide you through every stage including planning, implementation, training and ongoing support.

With a proven track record, a structured approach and a focus on delivering tangible business benefits with cloud-based ERP solutions, Leverage Technologies stands out as a trusted partner for organisations seeking to modernise their operations and scale efficiently.

- SAP Gold Partner
- Supporting Australian businesses since 2005
- Experts in SAP Cloud solutions
- Dedicated cloud migration team with deep technical expertise
- Proven methodology for seamless transition to cloud ERP
- Experience in the wholesale distribution industry
- Trusted by hundreds of Australian businesses
- Strong local presence across Australia
- Long-term relationships that add value



*"In our industry it is difficult to find people who truly know what is going on, and we felt that Leverage Technologies really understood our business."*

**Chris Cole**  
Business Development Manager  
Markris Foods





## Transform your wholesale distribution business with Leverage Technologies

Get the visibility, agility and control you need when you implement SAP S/4HANA Cloud Public Edition with Leverage Technologies. We have vast experience implementing cloud ERP solutions designed for the efficient management of modern supply chains.

For expert advice, solution implementation and local support services, contact the Leverage Technologies team for an obligation-free consultation.



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