NetSuite for Distributors and Wholesalers

NetSuite is specifically designed for distributors and wholesalers. The solution is fully integrated and helps companies manage and streamline their business processes throughout the entire distribution chain.

ERP for Distributors and Wholesalers

NetSuite is a fully integrated, module based, and customizable platform that replaces the need for multiple systems. NetSuite is particularly suitable for companies with multiple warehouses and subsidiaries in multiple countries where the need for common business processes is significant for optimizing global processes.

With NetSuite, you get a 360-degree view of your entire company and customers, as well as real-time visibility over your entire supply chain. NetSuite allows you to allocate future orders against future inventory, freeing up current inventory for customers with near-term delivery needs.

The CRM module is always included in NetSuite, providing a complete overview of your customer interactions, from marketing and sales to service and support.

Optimized for Users

With built-in business intelligence (BI) tools, NetSuite enables distributors and wholesalers to analyze, report, and act on data in real-time. Customizable KPIs and reports provide key metrics and insights in real-time, driving informed decision-making.
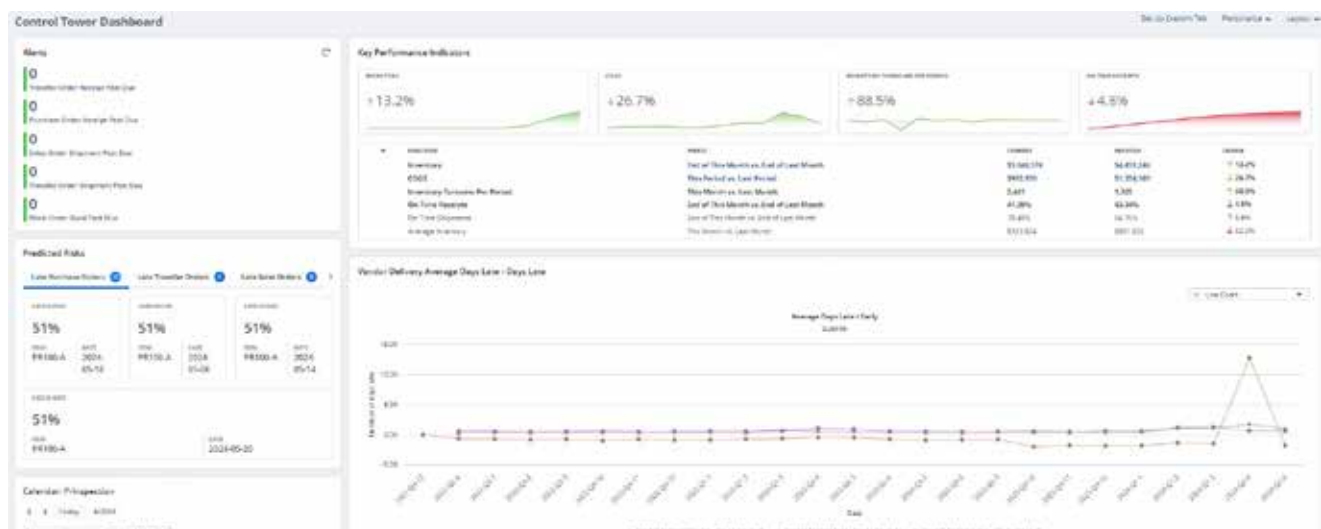
To optimize the supply chain, NetSuite offers portals for suppliers, customers, and sales partners. This maximizes efficiency throughout the distribution process.

Industry-Specific Functionality

NetSuite offers industry-specific functionality for distributors and wholesalers and suits companies of all sizes, including those with operations in multiple locations and/or countries.

Key Benefits

- **Improved Supply Chain Visibility:** Real-time insights into inventory, reservations, and deliveries to avoid stock shortages and ensure quick and accurate deliveries.

- **Streamlined Order Management:** Automates the entire order process from start to finish, improving efficiency, reducing errors, and increasing customer satisfaction.

- **Demand and Inventory Planning and Optimization:** Adjust inventory levels, allocate appropriately in time, reduce costs, avoid stock shortages, and maximize profitability.

- **Efficient Warehouse Management:** Optimized picking process in the warehouse, focusing on accurate and quick order handling. Automatic release of order lines with items in stock.

- **Integration with Commerce Platforms:** Integrates online sales with well-known commerce platforms, expanding market reach and offering a seamless shopping experience.

Modules in NetSuite tailored for warehousing and distribution:

Financial Management	Real-time accounting Real-time reporting (income statement, balance sheet, inventory valuation, etc.) Reporting with 'as-of' functionality Bank payments via file Account reconciliation via file Invoice scanning Fixed Assets Global accounting, consolidation, foreign subsidiaries with different currencies
Procurement	Reorder point Purchase to order (PTO) Inbound (incoming) container management (consolidation of purchase orders) Quote management Contract management Blanket (call-off) orders Return to supplier Global supplier Master (multi-subsidiary) Intercompany transactions
MRP — Material and Production Planning	Forecast management Net material requirements planning (MRP, DRP) Creation of purchase orders, production orders, internal transfer orders Order suggestions considering lead times, batch rules, ordering criteria, etc.
Inventory & WMS	Global item Master Warehouse locations Serial number/lot number traceability Inventory Count with mobile app and barcode scanning Warehouse optimization (zones, many storage locations, logical/physical locations) Mobile handheld solution to support paperless processing and with barcode scanning capability one simplifies, automates, and increase warehouse process accuracy Optimized goods receipt, pick-pack-ship and pick to production processes Automated wave release of customer orders for picking
QMS — Quality Management	Supports quality control in receiving, shipment, manufacturing, and warehouse processes Mobile tablet interface with camera functionality Printing of CoA — Certificate of Analysis
Order Management	Flexible pricing with discount and campaign management Allocate against stock or supply order (purchase, manufacturing, transfer) Allocate part of stock for sales channel/customer group, or with margin optimization Automatic allocation of delivering warehouse per order line Automatic invoicing Service and warranty management Return management Global customer Master (multi-subsidiary) Intercompany transactions
CRM and Marketing	Always included in NetSuite — no separate license needed. **Sales:** Lead to customer, quote management, activities (to-do's, meetings, calls), calendar **Marketing:** Campaign, subscription management, newsletters, online forms **Support:** Cases via email or online forms, automatic assignment, escalation functionality, time tracking
Integration with 3PL Platforms	Standard integration with Ecommerce and Marketplaces like Amazon, Shopify, eBay, Magento 2, Adobe Commerce, WooCommerce and Point of Sale system Shopify POS as well as with Amazon Supply Chain and ShipStation