

Solutions for the Midmarket



it.wholesale for the distribution industry
Channel your success.



itelligence

it.wholesale: Because logistics comes from logic.

Those who distribute on a large scale need a solution that deals with the details.

»We can see how our business is performing with one click.«

Mike Derge, CIO, West Chester Holdings Inc.

Growing competitive pressure and consolidation, changed purchasing habits and customer preferences, as well as shrinking margins, are clearly putting wholesalers under pressure. Successful companies do not just focus on their core business—instead, they can expand

their business models by implementing targeted service offers, thereby generating new business fields. As a distributor, you have to perform a host of service tasks to help partners on both the supplier and recipient sides to improve their market presentation with their product and service offerings.

IT has now become a business enabler for many wholesale companies, particularly as a tool to design innovative service processes. Classic or self-developed ERP systems are definitely not able to meet these new requirements. The transformation from product provider to solution provider calls for software that has the ability to link and integrate distribution and service-oriented processes and to respond flexibly to changed market conditions, as an integration platform.

Those who want to take their revenue to new heights must not lose sight of the big picture.



Benefits of preconfiguration:

With it.wholesale:

- You have fully integrated business transactions in all areas
- You can automate your business processes
- You speed up your ERP implementation and therefore save doubly—time and money
- We provide a high-quality solution that has been tried and tested on the market



Shutdown is a step backwards. Because shutdown incurs costs.

Delivery Scope of it.wholesale the SAP Business All-in-One Industry Solution

With it.wholesale, we supply a comprehensive package comprising all the relevant processes and documentation to meet your demand for an optimized, fast, SAP implementation.

These include:

- Preconfiguration for all commercial logistics processes (sales, purchasing, requirements planning and storage)
- Efficient mapping of service functions in retail
- Flexible pricing
- Industry-specific enhancements:
 - Cash processing (online)
 - Optimized procurement management (planning cockpit)
 - Efficient controlling of returns processes (returns cockpit)
 - Extensive automation of master data creation and change (master data turbo)
 - Online integration of supplier catalogues
 - Sophisticated search functions (full-text search)
 - Customer card processing
 - Tools for cross-company data exchange
- Individual template design to increase working efficiency

Our tried and tested implementation methods also include project management tailored to wholesale needs. After achieving previously defined milestones, reports are made on the project progress: integrated, continuous quality assurance.

Industry solution processes

The high degree of automation frees up the sales department from routine tasks because the system determines prices, availabilities, stock, credit information and all other key customer and order information online. All of the data in the sales process is available at all times.

»With it.wholesale you can manage your logistical chain in the most efficient way— from the beginning till the end!«

The extremely flexible pricing takes prices, markup and markdown from price lists and multilayer customer agreements into account. The customer's credit limit is checked dynamically on the basis of credit, accounting and sales data. The closely dovetailed purchasing and sales processes result in a highly efficient, end-to-end ERP system—just what distributors need. The integrated accounting with financial and asset accounting, controlling and personnel management rounds off the overall solution.

Our experience shows that every industry has its own specific IT requirements, owing to their different processes. This is why at itelligence, IT and industry specialists work in close collaboration to produce your solution.

itelligence's SAP Business All-in-One industry solutions are preconfigured for the typical business processes of a specific industry, thus enabling costs and implementation times, in particular, to be radically reduced. Other benefits include almost unlimited scalability and a high level of flexibility, as well as increased productivity and cost control.

SAP Competence for Midmarket Businesses

itelligence, Inc., is an international full service solution and consulting company with a global presence in 17 countries. itelligence provides a broad range of consulting and customer support services to maximize SAP solutions, including

implementations, application support, outsourcing and education. itelligence is a gold-level SAP channel partner authorized to resell SAP Business All-in-One solutions. itelligence is one of only 19 SAP global services partners and one of only 12 SAP global hosting partners.

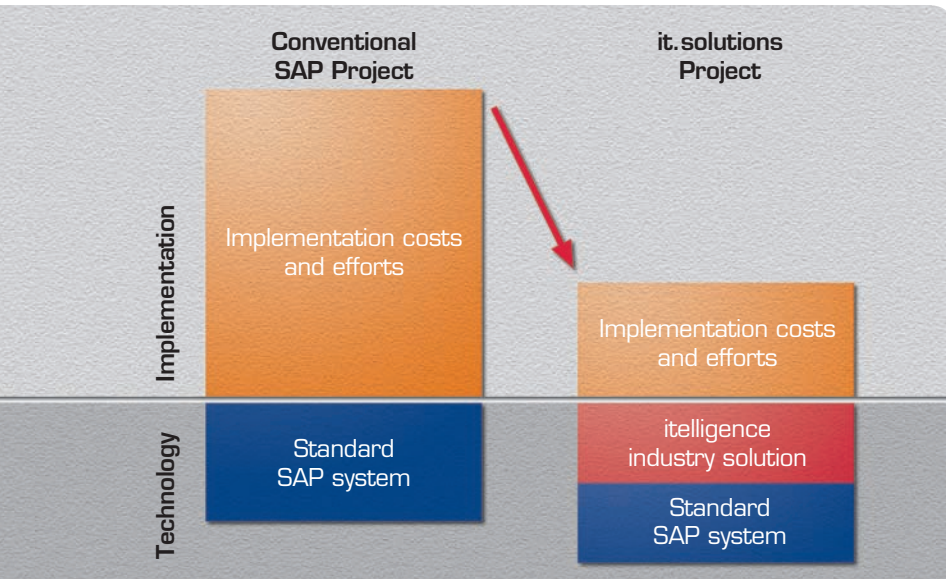
Midmarket Businesses in the Spotlight

itelligence has developed and successfully implemented most of the SAP certified SAP Business All-in-One industry solutions worldwide. To enable us to provide consulting and solutions that create added value and are oriented toward the future, we have invested in professional industry knowledge.

Top-level IT Outsourcing

As a certified SAP outsourcing partner, SAP tests the five itelligence data centers in Germany, Switzerland, the United States and Poland annually to check the security and quality of their organization and processes. The centers are ISO 9001 certified.

You can find more information and an extensive list of references at www.itelligence.info



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