

WHOLESALE & DISTRIBUTION

Drive productive processes. Move to Cloud ERP and SAP Business ByDesign.

Wholesale & Distribution. Run Smarter.

AGE OF DISRUPTION

Digital is changing the rules of the game. New entrants are entering the market, disrupting incumbent business models.

Digital disruption is revolutionising the wholesale & distribution sector, bringing great opportunity and significant risk. One of the biggest changes will be the massive shift in the way that wholesale & distribution interact with clients. But disruption will also affect business models, talent acquisition, and revenue streams.

In the last 15 years, 52% of the Fortune 500 companies have disappeared. They have been replaced by leaner, more innovative, and more agile companies that understand the implications of the digital economy.

To survive, leaders in the wholesale & distribution sector must embrace disruption and introduce new models in order to transform. The worst thing a leader in any knowledge-intensive business can do, is nothing. Or, to quote Formula One driver Mario Andretti, "If everything seems under control, you're not going fast enough."

A McKinsey Global Institute survey of 46 countries and 800 different work environments found the number of people forced out of jobs by machines could near the one billion mark by 2030. The report said up to one-fifth of the world's total workforce will feel the effects of automation.

[McKinsey & Company](#) (2017)

THE REWARD IS GROWTH

But those who accept the challenge stand to profit, immensely. Firstly, competitors that do not transform will lose credibility, and customers — and those customers will become new prospects. Secondly, automation enables a higher level of productivity, increasing capacity without increasing inputs.

SIRIS UNLOCKS GROWTH

What limits your growth?

- Can you make quick sensible decisions based on your business data?
- Do your employees have easy access to reliable information they need to do their day-to-day jobs?
- Are you able to control your expenses with sensible data analytics?

A Cloud-based ERP system provides a robust, versatile and empowering solution.

Is your business maintaining high product specifications and meeting customer satisfaction requirements?

Maintaining high customer satisfaction means you have to have tight control over product quality and operations.

How will you manage your succession plan and attract young talent into your business?

Young and skilled talent will be attracted to a business that prioritises innovation and which has clear career progression.

Wholesale & Distribution. Run Smarter.

With uncommon insight and decades of SAP experience, Siris knows how to help your business run better, smarter and more efficiently than ever before. Our purpose and promise is to realise breakthrough results for your team, your brand and your business. The way we do this is through long term relationships and a deep understanding of how your business works.

Siris' knowledge of the Wholesale & Distribution Sector, combined with ERP and business process experience, will help your firm:

- Maximize project profitability
- Reduce project risk
- Be more customer-centric
- Optimise workforce utilisation
- Improve planning and forecasting
- Improve project reporting and milestone tracking
- Enable a mobile workforce
- Automate and integrate end-to-end business processes.

Smart Analytics puts you in control

Siris has integrated SAP Business ByDesign with SAP Analytics Cloud for the kind of business intelligence wholesale & distribution firms need to remain competitive. With SAP Analytics Cloud you'll have:

- Streamlined end-to-end analytics with the power of predictive analytics and machine learning technology.
- All the information you need when you need it so that you can answer complex business questions in a couple of clicks. Up to date, anytime.
- Blend data from different sources, create compelling data visualizations, run ad-hoc reporting, and more.
- Create dynamic visual stories based on key business areas, sectors or issues.

YOUR SIRIS TEAM

Each of the founders of Siris has more than 20 years of SAP experience across multiple full implementations, global template rollouts, upgrades and database migrations. Our deep business process knowledge and technical understanding enables us to interpret customer requirements for successful delivery of SAP implementations.

Solution Design

With a blend of business and technical knowledge, Siris can assist in matching your business strategy with system design to enable you to meet your objectives.

Business restructuring

Siris understands the best practices built into the software and we can map your existing business processes to the system.

Implementation

Siris has in-depth knowledge of SAP implementation methodologies and solution design.

Make the smart choice. Future proof your business with the SAP Integration Experts. Speak to Siris to book a demonstration.

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