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Ultimate Strategies for Wholesale Distribution Excellence in 2025

This checklist outlines **five critical strategies** to elevate your distribution business's performance, streamline operations and set you apart from the competition in the coming year.

Financial Close & Reporting Optimization

- ✓ Automate reconciliations to reduce errors and save time
- ✓ Implement real-time visibility for faster decision making
- ✓ Ensure compliance to mitigate risk and avoid penalties

Companies that implement automation cut their close time by 29% or 2 days per month

29%

Sage. (n.d.). Retrieved from <https://www.sage.com/en-us/blog/how-automation-revolutionizes-finance-and-fuels-career-growth/>

Inventory Management and Forecasting

- ✓ Utilize AI-driven forecasting to reduce stockouts & improve accuracy
- ✓ Implement cycle counting and reduce costly disruptions
- ✓ Analyze slow-moving inventory to free up capital and warehouse space

20-30%

Typical holding cost can comprise 20-30% of total inventory value and the older the inventory the higher the percentage.

NetSuite. (n.d.). Retrieved from <https://www.netsuite.com/portal/resource/articles/inventory-management/inventory-carrying-costs.shtml>

Supply Chain Resilience Planning

- ✓ Diversify supplier base for reduced risk & increased flexibility
- ✓ Leverage data analytics to gain insights & optimize operations
- ✓ Develop contingency plans that minimize disruption impact

Over three-quarters of businesses consider supplier diversification a high priority

75%

DHL. (2023, 11 16). 7 Benefits of diversifying your supplier base. Retrieved from LinkedIn: <https://www.linkedin.com/pulse/importance-diversifying-your-supplier-base-babelus-tswle/>

Customer Experience Enhancement

- ✓ Implement omnichannel capabilities to meet customers where they are
- ✓ Personalize services to increase customer loyalty and satisfaction
- ✓ Invest in self-service portals that empower customers & reduce support costs

10+ Distinct Channels

Buyers expect omnichannel: Most decision-makers use ten or more distinct channels

McKinsey. (2024, 09 12). Five fundamental truths: How B2B winners keep growing. Retrieved from <https://www.mckinsey.com/capabilities/growth-marketing-and-sales/our-insights/five-fundamental-truths-how-b2b-winners-keep-growing>

Technology Infrastructure Assessment

- ✓ Evaluate scalability to ensure future growth readiness
- ✓ Consider cloud adoption for increased flexibility & reduced IT costs
- ✓ Integrate AI and machine learning to automate processes & gain a competitive edge

More than 65% of organizations believe AI is critical to their ERP systems

65%

Gartner. (n.d.). Retrieved from <https://www.gartner.com/en/topics/supply-chain-management>

Ready to optimize your wholesale distribution organization?
Contact us to learn more:

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