

Solutions for wholesalers/distributors

Since 1991, we've helped 300+ of the UK's leading wholesale and distribution businesses to drive cost and efficiency improvements. Within your industry, all types of distributors use our products to gain competitive advantage: from white goods and machine parts to storage and building supplies to name a few.

How do we achieve success? First, we integrate all your business information so that it's always accurate. Second, we utilise workflow and automation technology to streamline the full sales process. Finally, we give you the crystal-clear management information you need to grow your business.

“Your knowledge and expertise came together with your software to form something very powerful.”

Bob Barnard
DBD Distribution



Over 300 UK distributors use Access software

Cromer Crab
DBD Distribution
Durbin
Hall's Floorings
Holt JCB
Storage Planning & Sales
Topcon Ireland
V.J. Salomone Ltd

Your business challenges

Faced with shrinking margins, long lead times and the explosion of online competitors, easy analysis – of your margins, commissions, products and suppliers – is essential. And in today's climate, reliable cash and stock forecasts are the cornerstone both of your short-term financing strategy and long-term strategy for debt reduction.

A distribution/wholesale software solution from Access gives exactly that. We replace outdated software and data silos with one completely integrated platform. For your investment, you gain the precise information you need to optimise

stock, take orders, and distribute deliveries with maximum efficiency.

How Access helps you

Here are just some of the ways an Access solution can make your wholesale/distribution operation more successful:

Effective demand planning – our graphical forecasting module guides users intuitively through the stock ordering process, helping you align levels with peaks and troughs of demand.

Understand what customers buy – analyse profitability, margins and commissions for any given product.



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“Time savings and reductions in error rates are amongst the greatest benefits we have gained from using Access Dimensions.”

Norbert Falzon
V.J. Salomone

Stronger supplier management – assess vendor suitability against specific products, quantities and prices – all from one user-friendly screen.

Smarter telesales – empower your team to staff drive greater revenue from every sales opportunity. Simply call up the electronic ‘order pad’ for each customer and see a detailed customer buying history, complete with information about cross or up-sell items.

Efficient despatch – linking delivery dates to customer delivery days provides an easy way to optimise performance while cutting cost.

Optimal stock – view and analyse stock from top level right down to warehouse and bin, including free items company-wide or specific sites.

Best of Breed integration – we are skilled at linking with warehousing specific packages and have a long-term partner in Aspin and its renowned suite of handheld Warehouse Management Software (WMS) software.

Real-time reporting – get instant management information securely delivered. From reporting by exception to graphical dashboards, we provide flexible reports tailored to your users’ many needs.

Automated order processing – from the first contact in CRM to order and shipment, our proven workflow and automation technology will reduce re-keying, increase accuracy and lower labour costs.

Stronger cashflow – with our integrated Credit Control module, you can easily view and chase aged debt, filtering by any demographic of your choice to prioritise cash collection.

Function overview

- Demand planning: forecasting, auto-generation of time-phased POs, moving POs to meet demand
- Pick/pack: hand-held stock movements, picking, despatching, PO receipts
- Purchasing: price matrix/purchase shipments
- Telesales: Auto-generated call lists/customer call frequencies/template orders
- Delivery planning: routes/order dates matched to delivery dates/pallet tracking
- Stock: view by company, stock and bin and ‘free’/stock allocations by warehouse/auto-allocation rules/purchase for delivery to specific location/s
- Traceability: multi-level, all stock movement changes
- Financials: award-winning, featuring integrated Credit Control module

Business benefits

- **Stronger cashflow** – integrated credit control tools simplify cash collection and make chasing aged debt more effective
- **Cost-effective distribution** – pack similar-sized items together and send goods on cost-effective delivery routes
- **Streamlined data capture** – integration with WMS e.g. Aspin MiniPick and MiniSell reduces duplication and errors, allowing warehouse staff to capture orders and process through to delivery team immediately
- **Improved customer satisfaction** – flexible allocations ensure your most important customers always have their needs met

- **Reduced overheads** – stock forecasting helps minimise risks of holding slow moving/obsolete items
- **Competitive advantage gained** – electronic ordering tools help telesales work smarter and faster.

About Access

Access UK is a specialist software developer and consultancy business with over 20 years’ experience. Our team of expert accredited consultants operate across the UK and Ireland. Aside from an impressive array of software awards, we’re also ranked 85th in The Sunday Times 100 Best Companies to Work For 2011.

Proudly independent, all our software is developed in the UK, supported locally and accessible globally. Our solutions take a whole-company approach, aiming to cut through complexity and increase efficiency. At every level.

In addition to its wholesale/distribution solutions, Access also offers solutions for manufacturing and distribution, professional services automation, carbon emissions measurement, reporting, HR & payroll, document management, service management and CRM.

Further information

For more information on any of our solutions please telephone us on **01206 322575**, email **info@theaccessgroup.com** or, alternatively, visit our website at **www.theaccessgroup.com**