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Dynamics 365 Business Central for Wholesale Distribution



Introduction

Empower your business with a scalable ERP solution designed for wholesale distribution, helping you optimize operations, reduce costs, and drive growth. Dynamics 365 Business Central is your all-in-one platform to streamline processes, improve inventory management, and enhance customer satisfaction.

Why Dynamics 365 Business Central for Wholesale Distribution?

Adaptable and Scalable

Whether you're a small distributor or a large enterprise, Dynamics 365 Business Central scales with your business needs. With the flexibility to add users and functionalities, your ERP solution grows as your business grows.

End-to-End Visibility

Gain real-time insights into your supply chain, inventory, sales, and finances. Make informed decisions quickly with a holistic view of your operations, enabling faster responses to market demands.

Automation for Efficiency

Automate repetitive tasks like order processing, inventory updates, and invoicing, freeing up your team to focus on strategic activities that drive business growth.

Enhanced Collaboration

Connect your entire team—from warehouse staff to sales reps—with a unified platform. Share data seamlessly and collaborate effectively, even across different locations.

Integrated E-commerce Solutions

Dynamics 365 Business Central integrates seamlessly with popular e-commerce platforms, enabling you to manage online and offline sales channels from one system. This integration ensures consistent product, inventory, and pricing information across all channels.

Key Features for Wholesale Distributors

Inventory Management & Optimization

Efficiently manage inventory levels across multiple locations with real-time visibility. Track stock, reorder points, and receive notifications to avoid stockouts and overstocking.

Order Processing & Fulfillment

Streamline order entry, processing, and fulfillment with automated workflows that ensure orders are processed accurately and efficiently, reducing delays and errors.

Demand Forecasting & Supply Chain Planning

Leverage advanced analytics to forecast demand accurately and make data-driven decisions for purchasing, production, and sales, ensuring optimal inventory levels at all times.

Warehouse Management

Gain control over your warehouse operations with capabilities like barcode scanning, bin management, and automated workflows for picking, packing, and shipping.

Seamless Integration with E-commerce Platforms

Easily integrate with e-commerce platforms to synchronize online orders, inventory, and customer data, providing a unified view of your business.

Financial Management

Track financial performance with comprehensive accounting and finance tools, including invoicing, payments, budgeting, and reporting to ensure profitability and compliance.

Customer Relationship Management (CRM)

Access customer insights, track sales performance, and manage customer relationships from lead to order, ensuring a personalized experience for each client.



Benefits of Choosing Dynamics 365 Business Central

Real-Time Inventory Management	Avoid stockouts and overstocking with accurate, real-time inventory data. Track inventory across multiple locations, monitor stock levels, and set automated reorder points.
Streamlined Operations	Automate key processes like order management, billing, and shipping. Reduce manual work, eliminate errors, and ensure faster fulfillment and delivery times.
Improved Financial Control	Get complete control over your financials with comprehensive tools for accounting, financial reporting, and budget management. Easily manage multi-currency transactions, intercompany processes, and cash flow.
Scalable Growth	Scale your business with ease. Dynamics 365 Business Central offers the flexibility to add new functionalities and users as your business expands, ensuring that your ERP system evolves with your business.
Enhanced Data Security	Built on the Microsoft Azure platform, Dynamics 365 Business Central offers top-tier data security and compliance features, ensuring your business data is protected and meets industry regulations.
Integration with Microsoft Ecosystem	Leverage seamless integration with Microsoft Office 365, Power BI, Teams, and more. Connect your business processes to the tools you use every day, creating a unified, streamlined workflow.
Easy Deployment and Customization	Quickly deploy and customize Dynamics 365 Business Central to suit your unique business needs. Whether you are implementing a new ERP system or transitioning from legacy software, enjoy a smooth, fast setup process.

Success Story: Streamlining Operations for a Global PPE Distributor

A leading client of WebSan Solutions, this global distributor of personal protective equipment (PPE) operates a 60,000 sq. ft. industrial warehouse in Ontario, with sales operations and warehouses across North America, and offices in South America, China, and Malaysia. They sought to unify their operations by implementing an integrated ERP solution to optimize financial management, inventory control, and sales processes.

The Challenge

The company faced several challenges:

- Disparate systems led to inefficiencies in managing inventory, financial reporting, and order processing.
- Manual data entry and separate platforms for different tasks increased the risk of errors and delays.
- A lack of centralized information made intercompany transactions and reporting more complex.

The Solution: Dynamics 365 Business Central & Dynamics 365 Sales

WebSan Solutions implemented Dynamics 365 Business Central alongside Dynamics 365 Sales, providing a cohesive, cloud-based solution that integrated the company's operations across multiple regions and entities.

Key features included:

- **Centralized Data Access:** All data, from purchase orders to payment receipts, was consolidated into a single platform, reducing manual entry and minimizing errors.
- **Automated Intercompany Transactions:** Journal entries, purchase orders, and sales orders were synchronized across different entities, streamlining operations.
- **Advanced Financial Controls:** The new system provided robust financial reporting and improved transparency across the organization.
- **Enhanced Sales Automation:** The integration with Dynamics 365 Sales helped improve lead management, sales close ratios, and tracking of customer interactions.

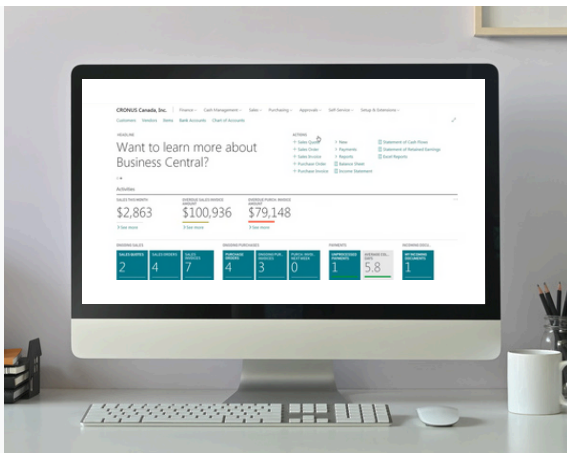
Key Achievements & Outcomes

- Improved Efficiency**
 - Automated processes for order management, inventory updates, and financial transactions led to faster and more accurate operations.
 - Eliminated manual re-entry of data across systems, reducing the time spent on routine tasks.
- Enhanced Intercompany Collaboration**
 - Seamless integration across entities enabled smooth intercompany transactions, allowing for efficient handling of journal entries, purchase orders, and consolidations.
 - Better coordination between international offices and warehouses, improving overall business continuity.
- Centralized Financial Management**
 - Implemented a cloud-based financial system that improved the accuracy and timeliness of financial reporting.
 - Enhanced controls and audit trails ensured compliance and streamlined multi-entity financial management.
- Real-Time Inventory & Sales Insights**
 - Real-time data on inventory levels, sales performance, and customer activity allowed for improved decision-making.
 - Integration with e-commerce platforms and automated workflows led to faster order fulfillment and enhanced customer satisfaction.
- Scalable & Future-Ready Solution**
 - The scalable cloud platform ensures that the system can grow alongside the business, accommodating future expansion and adding new functionalities as needed.
 - Secure and reliable cloud infrastructure supports ongoing business needs without downtime, ensuring long-term success.

By deploying Dynamics 365 Business Central and Dynamics 365 Sales, WebSan Solutions helped this global PPE distributor achieve a cohesive, efficient, and scalable system that streamlined their operations and positioned them for future growth. This case highlights how wholesale distributors can leverage Dynamics 365 solutions to transform their business processes and drive success.

Ready to Transform Your Wholesale Distribution Business?

Speak to one of our experts to learn how Dynamics 365 Business Central can help you streamline operations, improve efficiency, and drive growth. Contact us today!



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Dynamics 365 Business
Central visit
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