



Korcomptenz

Benefits of SAP S/4HANA for Wholesale & Distribution

*Built for Distributors Facing Margin Pressure,
Inventory Complexity, and Customer Experience Demands*



Wholesale and distribution companies operate in a fast-moving environment where inventory availability, supplier performance, pricing accuracy, rebates, and customer service directly impact revenue and profitability. SAP S/4HANA helps distributors improve real-time visibility, automate core processes, strengthen replenishment planning, and make better decisions across suppliers, products, channels, and customers.



1 Challenges



Siloed and manual business practices supported by heavily customized systems



No comprehensive 360-degree supplier view across spend, performance, and risk



Inconsistent master data across channels



Inadequate replenishment planning causing stockouts, overstocking, and lost sales



Difficulty providing accurate available-to-promise information for sales



Numerous and complex rebates, cashback, and chargeback processes



2 The SAP Advantage



Real-time stock-based order commitments to enhance customer satisfaction



Better insight into the most profitable customers, products, and channels



Smooth rebate lifecycle management from planning to settlement and analysis



Accelerated time to value with pre-configured industry best-practice scenarios



Greater efficiency and profitability through process automation



Scale for growth at your own pace



Business Value



Improve
customer
satisfaction



Reduce
customer
churn



Reduce
margin
leakage



Reduce revenue
loss due to
stock-outs



Increase revenue
from new
products/services



Increase sales
force
efficiency



SAP S/4HANA helps wholesale and distribution companies build a more connected, profitable, and customer-focused business.