

## Wholesale & Distribution Solutions





# IRIS Exchequer's wholesale & distribution financial solution

## Commercial confidence for your business

Businesses in the wholesale and distribution sector face a unique combination of pressures, not least global competition, rising customer expectations, and escalating energy and storage costs. When margins are cut to the minimum, running a successful business means achieving greater return from fewer resources and delivering excellent, yet profitable, customer service.

To overcome these complex challenges, wholesale and distribution businesses must have the support of an accounting and business solution which is tailored to their specific needs and from a supplier who understands the sector.

IRIS Exchequer not only offers strong support for your finance team, but covers the spectrum of wholesale and distribution operations, from telesales to managing returns. It will help you to automate processes all along the way to maximise commercial opportunities, reduce costs and eliminate waste wherever possible.

Time is money and with IRIS Exchequer everyday tasks such as data entry, printing and processing are fast and flexible. Management reports, whether standard or customised, put you firmly in control of your business and enable you to drill-down to the underlying transactions to explore the root causes.

To the core IRIS Exchequer system, you can add modular functionality that encompasses:

- ✎ Stock Control
- ✎ Sales & Purchase Order Processing
- ✎ Stock Forecasting
- ✎ Telesales
- ✎ Sales & Purchase Returns
- ✎ Bill of Materials
- ✎ Works Order Processing



“ The way we handle orders, pick goods and dispatch those orders has become much smoother which allows us to make better use of time and avoid bottlenecks at the end of each day.

Armatool Distributors Ltd - wholesale suppliers to building, roofing, timber, engineer and plumbing merchants, DIY, tool and hire shops

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## Gain maximum control of expensive stock-holding

Stock is the most critical element in any wholesale or distribution operation and the way IRIS Exchequer handles stock sharpens your competitive edge

IRIS Exchequer supports bar coding and, where your stock is situated at different locations, is able to monitor and report on this effortlessly. The ability to track batch and serial numbers by 'use by' dates is particularly useful for perishable items such as food, pharmaceuticals and photographic supplies. Furthermore, optimum use is made of costly space as a delivered item can be spread across your warehouse, loaded into different bins and locations yet with all information on it consolidated in your central business and accounts system.



Interactive stock drill-down provides a view of all stock groups, sub-groups and stock items. In-depth stock analysis enables you to assess which are your fastest - and slowest - moving lines and who is purchasing which products. On-screen enquiries make it easy to see how sales value, quantity and margin vary by month or year, with drill-down to the original transactions and the ability to split by any currency where you trade internationally.

IRIS Exchequer fully integrates with the web-based arm of your business, automatically processing orders placed on your website, updating stock levels and emailing confirmation to the customer. Its ability to support foreign language descriptions of stock supports overseas trading via the Internet.

The IRIS Exchequer Sentimail module allows you to access live stock information, at all times from wherever you are, and be kept informed of events such as stock levels falling below a minimum level, large orders being placed or a drop in your sales margin. You can then take swift, remedial action.

In fact, Sentimail offers wide-ranging support to your business. It also enables you to chase orders automatically, by sending alerts from the system when an order is due and assists credit control by automatically emailing a copy of the invoice for overdue payments. Once again, this off-loads a vital but routine task from your administration team.

Accurate stock forecasting, too, provides crucial support in today's challenging just-in-time operating environment. The IRIS Exchequer Stock Forecasting module handles this highly complex and time-consuming function. It predicts sales and usage, enabling you to maintain your stock at optimum levels: cash is not tied up in unnecessarily high stock levels, while customers' expectations for delivery are fulfilled.

Future sales are forecast based on sales history averages or trends, customer schedules, annual company/product growth, with monthly/seasonal factoring and manual overrides. Administration is further reduced by automatically creating purchase orders to support these predicted sales.

“The way IRIS Exchequer handles stock control matched our workflow; our instruments are composed of sub-assemblies and IRIS Exchequer's stock tree facility enabled an easy migration. Additional functionality also appealed such as works order processing and the comprehensive range of standard reports and report writing capabilities. IRIS Exchequer is a flexible product which meets our business needs and has had an impact in all of our operational areas.”

Sherwood Scientific - development and manufacturing company producing and distributing a range of scientific instruments and apparatus

## Sales and purchase order processing - flexible processing to suit your trading partners

However complex your processes IRIS Exchequer Sales & Purchase Order Processing optimises productivity throughout

With IRIS Exchequer, no opportunity for selling is missed. When your sales teams talk to customers, they will have instant on-screen access to the purchasing history, live access to stock availability and a list of alternatives for out-of-stock products or alternatively packaged quantities. Superseded products will also be substituted by their replacements. In addition, a list of complementary products will also appear on-screen, prompting your agents to enhance your customer service, sales margins and competitive edge by suggesting additional products.

Customer and supplier preferences can be set for requirements such as preferred depot for despatch or even the design and content of the documentation. The module will support supplier pricing agreements and supplier codes.

Your agents will have all the facts at their finger tips, with the ability to simply drill-down and instantly access full product information, including images and information sheets to answer customer questions.

Sophisticated customer-specific structures allow you to offer differentiated service: price bands, discount percentages or amounts, and mark up or margins can all be allocated and date limited. You can offer your customers support for branch and/or head office accounts, with consolidated invoicing where required. The system will also take into account any promotional codes. Set up in advance, they will come into force automatically on the appropriate date.

Scheduled and rush order processing can both be accommodated, and there is the ability to place orders on hold for multiple reasons. Customers can be sent an automatic order acknowledgement and any items missing from an order will be tracked.



“ The management of stock and purchasing is critical for us, as is the ability to handle multi-currency. We were looking for a solution that would be easy to use, offer us meaningful reporting tools for management and effective stock control. IRIS Exchequer fitted the bill exactly.

Forestadent - one of the leading worldwide manufacturers of orthodontic appliances

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## Manage sales and purchase returns profitably and efficiently

All businesses dealing with stock have a proportion of returns for faulty, unwanted, duplicated or exchanged goods

Handling these returns correctly, for example checking that goods are still under warranty and undamaged, can be very time-consuming but has a real impact on your bottom line.

IRIS Exchequer wizards make handling sales and purchase returns easy, as they guide your team through the process. A user-defined database of reason codes aids subsequent analysis.

Additional options can also facilitate call-out and on site servicing with handheld devices which also automatically link back and update stock.

## Access to group-wide resources

IRIS Exchequer is backed by the resources of IRIS, one of the largest privately owned software businesses in the UK

This brings greater investment in product development, customer service and training facilities. IRIS's commitment to high standards translates into a customer retention rate of 95% plus, one of the highest in the software industry.

IRIS Exchequer clients have access to an ever-growing range of complementary solutions from IRIS. They all come from a single source and are backed by the same high standards of product quality and service.

## Reduce costs while improving customer service

Talk to IRIS to find out how IRIS Exchequer could help your wholesale or distribution business to keep ahead in today's highly competitive climate

IRIS has the knowledge and experience to help simplify your business processes and improve your profitability.

Your implementation of IRIS Exchequer will begin with a careful review of your current requirements and future plans, so that your company has the solution it needs today and tomorrow.

IRIS Exchequer is completely scalable; as your business grows, more users come on board or you add new products to your range, IRIS Exchequer grows too, with the flexibility to handle seasonal fluctuations. More functionality can be added through complementary modules. Dual and multi-currency versions of the system are available, with easy upgrade should your business expand into new territories.



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By automatically checking every sales order and invoice for margin, Bentley Designs has recouped a significant amount of revenue that would previously have been lost - a key issue in what is becoming a difficult environment. Our ability to leverage IRIS Exchequer to improve efficiency and attain greater business control will be an important component of Bentley Designs' strategy towards the top end of the market.

Bentley Designs - one of the leading suppliers of quality furniture in the UK and Ireland

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## IRIS Exchequer wholesale & distribution clients

IRIS has worked with wholesalers across the UK for many years and we are proud to include the following among our clients...

Star Global Trading Ltd

Jamella Group

Bentley Designs

Hot Wheels International

Armatool Distributors Ltd

Cougar Group

Britannia Living

Premier Direct Group

Direct Table Foods

New Media Audio Visual

Clayman Supplies Ltd

Quality Endodontic Distributors



IRIS Exchequer's fully integrated ledgers and stock ordering minimises paperwork and scope for errors on input. Quick reporting allows close monitoring of the company's position directly from the system.

Quality Endodontic Distributors - a leading specialist in the dentistry market offering a range of products worldwide via its online and paper based catalogue



[www.iris.co.uk/exchequer](http://www.iris.co.uk/exchequer)

