

Digitizing Wholesale & Distribution Supply Chains



Sales reps were once the keepers of information and managers of relationships.

Times have changed and so have customer expectations.



B2B E-COMMERCE MADE EASY

Fast and affordable automation of all sales channels. Reduce costs. Increase Sales.



Dealers and wholesale buyers now expect an online portal to view detailed catalogs, place orders and receive real-time confirmation, track shipments and manage invoices. Digitizing and standardizing your **order-to-cash process** with all dealers and buyers improves the customer’s experience and your profits.



Balancing demand & supply and managing inventory is another challenge.



Too much stock results in capital tied up and often price reductions. Too little stock leaves you unable to fulfil orders and miss sales opportunities. Working with suppliers to integrate procure-to-pay processes goes a long way in optimizing inventory, improving customer service and reducing back-office costs

Over 40% of data required by transactional systems such as ERP, TMS and WMS originates from (or is augmented by) external trading partners such as suppliers and carriers. When combined with analytics and automation, supply chain transactional data, derived from suppliers and carriers, drives end-to-end visibility at the SKU level. The infusion of data and advanced insights into the operational processes of global supply chains is a key enabler that drives significant value to wholesale and distribution eco-system.

Software-as-a-Service Solutions for Multi-Enterprise Integration



An **outsourced EDI/API Management** solution that enables organizations to manage all their transactional data exchange with all B2B Trading Partners and gain end-to-end **visibility** of the **supply chain**



A **Trading Partner Onboarding portal** used by enterprises to automate the process of onboarding large communities of Trade Partners including **self-service testing & certification of EDI, XML & JSON data**.



Spice Web enables enterprises to automate and digitize their **Purchase Order Management** process with **small, non-EDI capable suppliers**

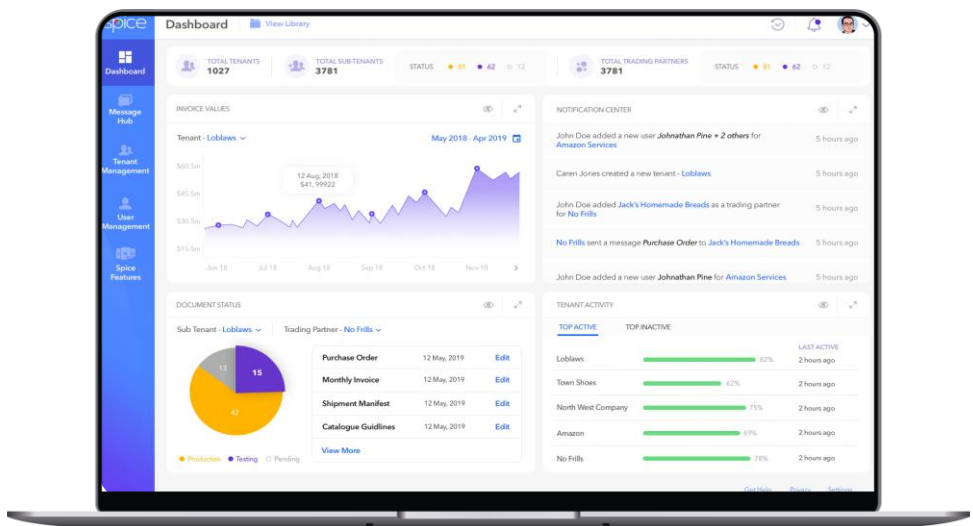


Spice Trade automates and digitizes the enterprise's **customer sales order desk**. It enables small and **non-EDI dealers** to place and track orders.



A **catalog item data management solution** that automates the exchange & synchronization of **product master data** between buyers and suppliers and facilitates **new item setup** in ERP/Ecom

Spice digitizes your inbound and outbound supply chains for end-to-end visibility and efficiency



With Spice, wholesale and distribution organizations can create a single digital network to manage all your trading relationships including dealers, suppliers and carriers.

Automate and streamline the order-to-cash process with your dealer/buyer network and provide an excellent, online “Amazon-like” customer experience.

Integrate a prescriptive procure-to-pay process with 100% of your suppliers and carriers. Analyse sell through data, automate the exchange of forecasts and confirmation of orders at item-level, make supplier shipments and receipts visible and manage processing of invoices without intervention.



30% reduction in inventory ordering lead time



35% improvement of in-stock position



50% improvement in productivity: inventory analysts, logistics analysts, merchandise associates, team and accounts payable analysts



Improved from 60% “On Time In Full (OTIF)” delivery of customer orders, to 95%



100% visibility of orders and order status for dealers and buyers



95% three-way-match achieved and elimination of supplier invoice overpayments for goods not ordered / not received





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