

# 15 top tips from Wholesale Distributors for creating business efficiencies

The wholesale distribution industry has been hit hard over the last few years and virtually every business, no matter how big or small, has looked at making business efficiencies in order to remain both successful and profitable.

We talked to our wholesale distribution clients about what they had done to keep their operations ahead of the game in a rapidly changing environment. Some have learned the hard way; others have pivoted to keep-up... Here are their top business efficiency tips:

Have the right and best tools to do the job

Ditch spreadsheets, double data handling and workarounds

Work with an integrated, cloud-based solution

Use a solution with 24/7/365 access from anywhere on any device

Put the customer first in everything you do

Cash flow management – run analysis reports regularly

Real-time visibility of data - make timely informed decisions

Practise really good credit control

Know your costs at all times, adjust numbers as costs change

Financial budgeting and forecasting – keep on top of these

Tight stock/inventory management – manage costs, turn rates etc

Streamline and automate as many processes as possible

Look after your staff – you need to keep the good ones

Run financial and operational performance reports, act on results

Ensure you have a 360 degree view of your operations