



Solutions for medium-sized businesses

it.trade for wholesale trade

Using service functions to achieve
business success in wholesale trade

itelligence

it.trade: Because logistics comes from logic.

Those who trade on a large scale need a solution that deals with the details.

»it.trade provides you with a fully integrated SAP solution to plan, control and monitor your logistical business processes end-to-end. Our industry solution it.trade offers special support to wholesalers, enabling them to hone their profiles by implementing service functions and thereby generate new business fields.«

itelligence Business Solutions (UK) Ltd.

Growing competitive pressure and consolidation, changed purchasing habits and customer preferences, as well as shrinking margins, are clearly putting wholesalers under pressure. Successful companies do not just focus on their core business – instead, they can expand

their business models by implementing targeted service offers, thereby generating new business fields. As a trader, you have to perform a host of service tasks to help partners on both the supplier and recipient sides to improve their market presentation with their product and service offerings.

IT has now become a business enabler for many wholesale companies, particularly as a tool to design innovative service processes. Classic or self-developed ERP systems are definitely not able to meet these new requirements. The transformation from product provider to solution provider calls for software that has the ability to link and integrate trade and service-oriented processes and to respond flexibly to changed market conditions, as an integration platform.

Those who want to take their revenue to new heights must not lose sight of the big picture.



Benefits of preconfiguration:

With it.trade:

- You have fully integrated business transactions in all areas
- You can automate your business processes
- You speed up your ERP implementation and therefore save doubly – time and money
- We provide a high-quality solution that has been tried and tested on the market



Shutdown is a step backwards. Because shutdown causes costs.

Delivery scope of the industry solution it.trade

With it.trade, we supply a comprehensive package comprising all the relevant processes and documentation to meet your demand for an optimised, fast, SAP implementation.

These include:

- Preconfiguration for all commercial logistics processes (sales, purchasing, requirements planning and storage)
- Efficient mapping of service functions
- Flexible pricing
- Industry-specific enhancements:
 - Cash processing (online)
 - Optimised procurement management (planning cockpit)
 - Efficient controlling of returns processes (returns cockpit)
 - Extensive automation of master data creation and change (master data turbo)
 - Online integration of supplier catalogues
 - Sophisticated search functions (full-text search)
 - Customer card processing
 - Tools for cross-company data exchange
- Individual template design to increase working efficiency

Our tried and tested implementation methods also include project management tailored to wholesale needs. After achieving previously defined milestones, reports are made on the project progress: integrated, continuous quality assurance.

Industry solution processes

The high degree of automation frees up the sales department from routine tasks because the system determines prices, availabilities, stock, credit information and all other key customer and order information online. All of the data in the sales process is available at all times.

»With it.trade you can manage your logistical chain in the most efficient way – from the beginning till the end!«

The extremely flexible pricing takes prices, markup and markdown from price lists and multilayer customer agreements into account. The customer's credit limit is checked dynamically on the basis of credit, accounting and sales data. The closely dovetailed purchasing and sales processes result in a highly efficient, end-to-end ERP system – just what traders need. The integrated accounting with financial and asset accounting, controlling and personnel management rounds off the overall solution.

Our experience shows that every industry has its own specific IT requirements, owing to their different processes. This is why at itelligence, IT and industry specialists work in close collaboration to produce your solution.



itelligence SAP Business All-in-One industry solutions are preconfigured for the typical business processes of a specific industry, thus enabling costs and implementation times, in particular, to be radically reduced. Other benefits include almost unlimited scalability and a high level of flexibility, as well as increased productivity and cost control.

SAP-certified industry solutions:

- it.automotive
- it.chemicals
- it.hightronics
- it.metal
- it.trade
- it.cast
- it.consumer
- it.manufacturing
- it.service
- it.wood

SAP competence for medium-sized businesses

itelligence AG is a leading international IT full-service provider in the SAP environment, employing more than 1,400 highly qualified employees in 17 countries. Founded in 1989, the company offers a range of services that include SAP consulting, SAP licensing, outsourcing & services, and self-developed SAP industry solutions.

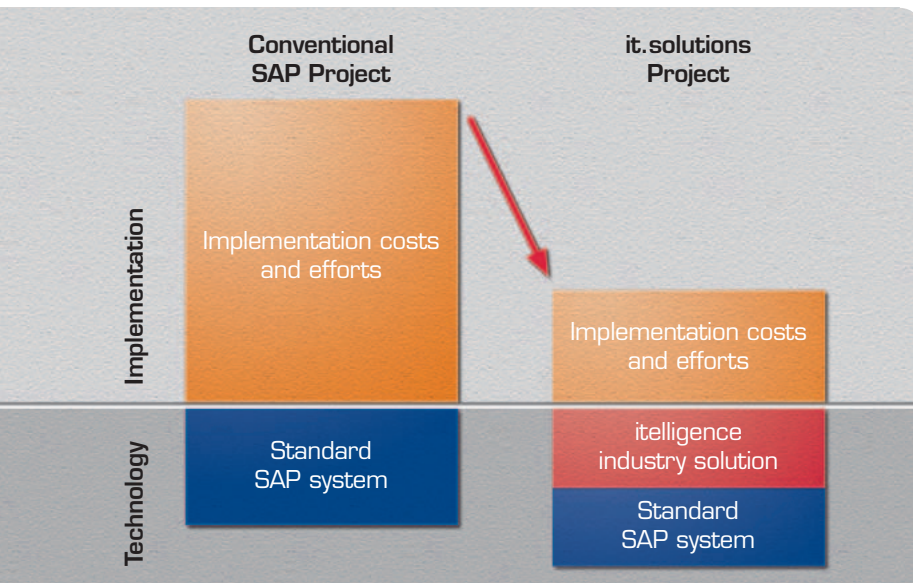
Medium-sized businesses in the spotlight

itelligence has developed and successfully implemented most of the SAP AG certified SAP Business All-in-One industry solutions worldwide. To enable us to provide consulting and solutions that create added value and are oriented toward the future, we have invested in professional industry knowledge. You'll only be able to implement technological developments to sustain your competitive advantage in the long term if we can speak your language.

Top-level IT outsourcing

itelligence operates for you data centres in Germany, Malaysia, Poland, Switzerland and the US. As a certified SAP Global Partner Hosting, SAP AG tests our data centres regularly to check the security and quality of our organization and processes.

You can find more information and an extensive list of references at www.itelligence.info



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