

5 ORDER MANAGEMENT PITFALLS

AND HOW TO AVOID THEM

valuecentric

an IQVIA company

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**I HAVE NO IDEA
HOW TO GET STARTED**

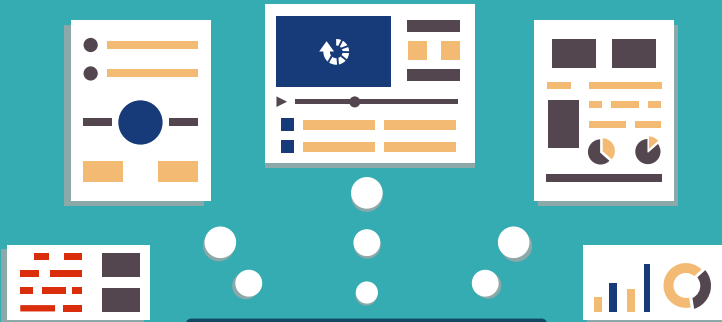
INVEST

in a system that will
auto-analyze and fulfill
orders

AUTOMATE the process

**ORGANIZE
YOUR ORDERS**

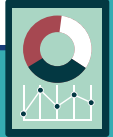
based on pre-determined
parameters such as time
sensitivity or inventory availability



**I DON'T KNOW
WHICH ORDERS TO FULFILL
AND WHICH TO CUT**

VALIDATE

incoming orders against
available channel data



Companies that integrate
ORDER & CHANNEL DATA see:

7% reduction in
fulfillment
& backorder
handling costs*

10-20%
increase in sales*

**According to a study conducted by Accenture*

MY PROCESS IS
**TIME-CONSUMING
& PRONE TO ERROR**

Invest in a platform that
integrates all data types into
ONE SYSTEM

Order decisions can be made
alongside channel data and then
pushed back to your ERP system

Managing multiple datasets
across many departments
LEAVES ROOM FOR ERROR



I HAVE AN
ALLOCATION PROBLEM
AND FREQUENTLY
SUFFER STOCKOUTS

Fulfilling all short
supply product orders
IS NOT PLAUSIBLE



Leverage

852 INVENTORY
DATA

to better understand
future demand

INTEGRATE
ORDERS
from your ERP SYSTEM

Split orders and allocate existing DC stock by need



I NEED TO EXPLAIN TO STAKEHOLDERS WHY DECISIONS WERE MADE

Adjustments to incoming orders should be
TRACKED AND DOCUMENTED
for auditing purposes and
EFFICIENT COMMUNICATION
to internal and external parties



ENSURE the company handling your data meets
security & audit requirements



Approximately $\frac{1}{3}$
of all incoming orders need an
adjustment due to:

Not meeting minimum
order requirement



Abnormal order quantity

Incorrect quantities
based on pack
multiple restrictions



...and many other factors



LOOKING FOR SOLUTIONS TO SOLVE THESE COMMON PROBLEMS?



Control product allocation by seamlessly integrating **channel data** with in-house ERP systems.

Reduce order fulfillment errors

Split shipments & allocate product

Automate fulfillment

Improve forecasting & auditing

Contact
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