5 ORDER MANAGEMENT PITFALLS AND HOW TO AVOID THEM

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AUTOMATE the process

INVEST in a system that will auto-analyze and fulfill orders

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

I HAVE NO IDEA HOW TO GET STARTED
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?

Order Management

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

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