

Distribution Disrupted

Are inventory overstocks and understocks burning a hole in your profit margins?

Are disparate tech systems and poor visibility preventing you from optimizing pricing across product catalogs and geographies?

Are you struggling to manage the complexities of the global supply chain and its impact on your business?

Are rising transportation costs and fragmented logistics networks preventing you from scaling your business?

Is poor demand planning hiking your warehousing costs?



Supply chain constraints, rising expenses, tightening margins, skills shortages, and customer demands for personalization and quicker service. The past few years have been a whirlwind for the distribution industry.

While the economy has proved to be more resilient than expected, the reality is that your business needs critical capabilities to respond swiftly to supply chain disruptions and build operational resilience.

In the face of disruption, innovative distribution industry leaders are turning to digital technologies to fulfill orders on time, drive cost advantages, and innovate. These new digital capabilities are helping businesses leaders like you to:

- Access a 360° overview of your end-to-end supply chain that which guarantees you visibility of your warehouse operations;
- Achieve the perfect product assortment, break down inventory silos and avoid stock-outs with a unified view of inventory data across all channels;
- Eliminate markdowns on overstocks and prevent your cashflow from being tied up in excess inventory;
- Minimize your transport costs through efficient transportation planning and logistics management; and
- Monitor operations better with real-time access to data and improved reporting capabilities.

Transforming your distribution business with Fortude

Have an overview of your entire business

Whether you have a single store or multiple warehouses and several stores internationally, the right capabilities can put your entire team on the same page in terms of inventory position, stock availability and commitments.

Fortude's suite of digital solutions is designed to help you give your customers the best service possible, while ensuring that your inventory is at optimal levels, warehouses are running smoothly, and logistics costs are controlled.



Embrace the powerful industry-specific capabilities of Infor M3 and CloudSuite to drive operational excellence across your supply chain.

Whether you are looking for an end-to-end implementation or simply looking to extend the capabilities of your core Infor solution with our extensive suite of extensions and integrations, Fortude has got you covered. Your distribution business can extend the capabilities of the core Infor solution with:

Electronic Data Interchange (EDI) Integrations with customers and suppliers for fast and accurate exchange of data and seamless transactions.

3rd Party Logistics Service Provider Integrations for seamless transactions and information sharing with their transport and warehouse management systems.

Demand planning solutions for a synchronized view of demand to eliminate supply chain inefficiencies.

Kit Handling to enable distributors to set up fixed and variable kits comprising the individual components as well as the fully assembled product. The module can be used in conjunction with the **Product Configurator** to streamline the production and sale of configure-to-order products.

Service and Warranty Management module to manage and track warranties for products sold, and ascertain whether the product is within or outside of warranty. It can also help the distributor decide if the malfunctioning product must be returned to the supplier or if they must work on the fix, and if the cost must be charged to the supplier or customer based on the warranty period.

Discount Models can help the distributor define the discounting rules applied to customer order lines, based on various configurable customer or item characteristics, while the **Promotions Models** allow distributors to apply special prices/discounts to selected customer order lines.

Trade Desk (Sales Hub) empowers technical sales specialists at the point of selling to answer technical questions about the product, and offer special pricing by customer for over the counter sales.

Business Chain is a supporting functionality that enables businesses with multiple branches and subsidiaries to connect and organize customers at multiple levels, whether it is at a national, state, or metropolitan level.



Managing your Infor applications, for you

Our Application Managed Services team takes away the burden of driving application uptime, to help you focus on what you do best. While we manage your Infor applications, your team can make the most of your enterprise tech stack to delight your customers, outpace the competition and boost profitability.



Bridging the data gap with analytics

For the distribution industry, time is of the essence. Our analytics solutions can help you track the flow of inventory through and around the warehouse so you can constantly stay ahead of supply chain disruptions.

Whether you are looking to build an analytics solution from the ground up, set up a data strategy or overcome data governance challenges, we can help you in every step of your data analytics journey.



Automating the complex

If manual testing approaches and resource shortages are preventing your team from testing your Infor applications before deployment, we can help. Fortest, Fortude's powerful automation regression testing tool automates your testing processes for Infor M3/CloudSuite applications. With M3 specific libraries for accelerated implementations and pre-built industry-specific test cases, Fortest can save your team the burden of manual testing.

We are an Infor customer, just like you

Our parent company, a supply chain leader to global brands, Brandix, is an Infor customer. Whether it's fragmented business processes, data silos or difficulty in managing supply chain disruptions, we understand your challenges all too well.

As an Alliance Partner for Infor CloudSuite, we are well equipped to help you address the complex distribution challenges plaguing your business. Fortude has extensive experience in leveraging Infor M3 and CloudSuite solutions to help businesses just like yours to reduce complexity, costs, and risks.

Our Customers



We would not have managed to go-live at all with M3 without the support and input of Fortude.

Steve Watson,
IT Manager – ForestOne



FORTUDE

fortude.co

Fortude is a leading global digital technology solutions company, helping simplify businesses and lives through technology. We offer transformative end-to-end ERP implementations, adopt accelerators, and drive productivity through add-ons, integrations and extensibility on the cloud. Our enterprise-wide technology services capability spans data and analytics, managed services, automation and digital advisory.