

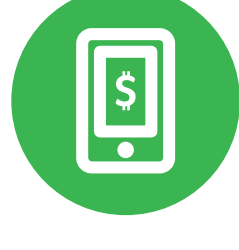
Invest in success: Solutions for today's distribution challenges

Business growth and efficiency can be tough, especially for distribution companies that have to balance complex inventory, forecasting, and logistics processes with sales, customer service, and everything in between. Take a look at the most recent data and see how your peers are solving common business challenges.¹

Distributors identify their top five challenges as:



Integrating new technology with legacy systems to have a single view of the business.



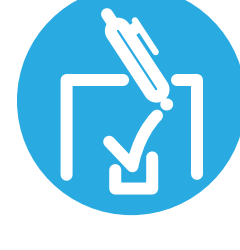
Using mobile technology to make sales and customer service more efficient.



Optimizing inventory management and demand forecasting.



Leveraging customer relationship management to manage new sales opportunities.



Rapidly analyzing/connecting business insights to drive decision making.



Best-in-class distributors recognize that investing in technology to address their prime challenges makes a difference—and they're seeing big results.

Key business challenges

Technology investment



Collecting business insights to drive decision making

100% Saw improvement



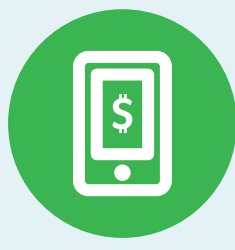
Rapidly analyzing/connecting business insights to drive decision making

93% Saw improvement



Leveraging customer relationship management (CRM) to manage new sales opportunities

90% Saw improvement



Using mobile technology to make sales and customer service more efficient

89% Saw improvement

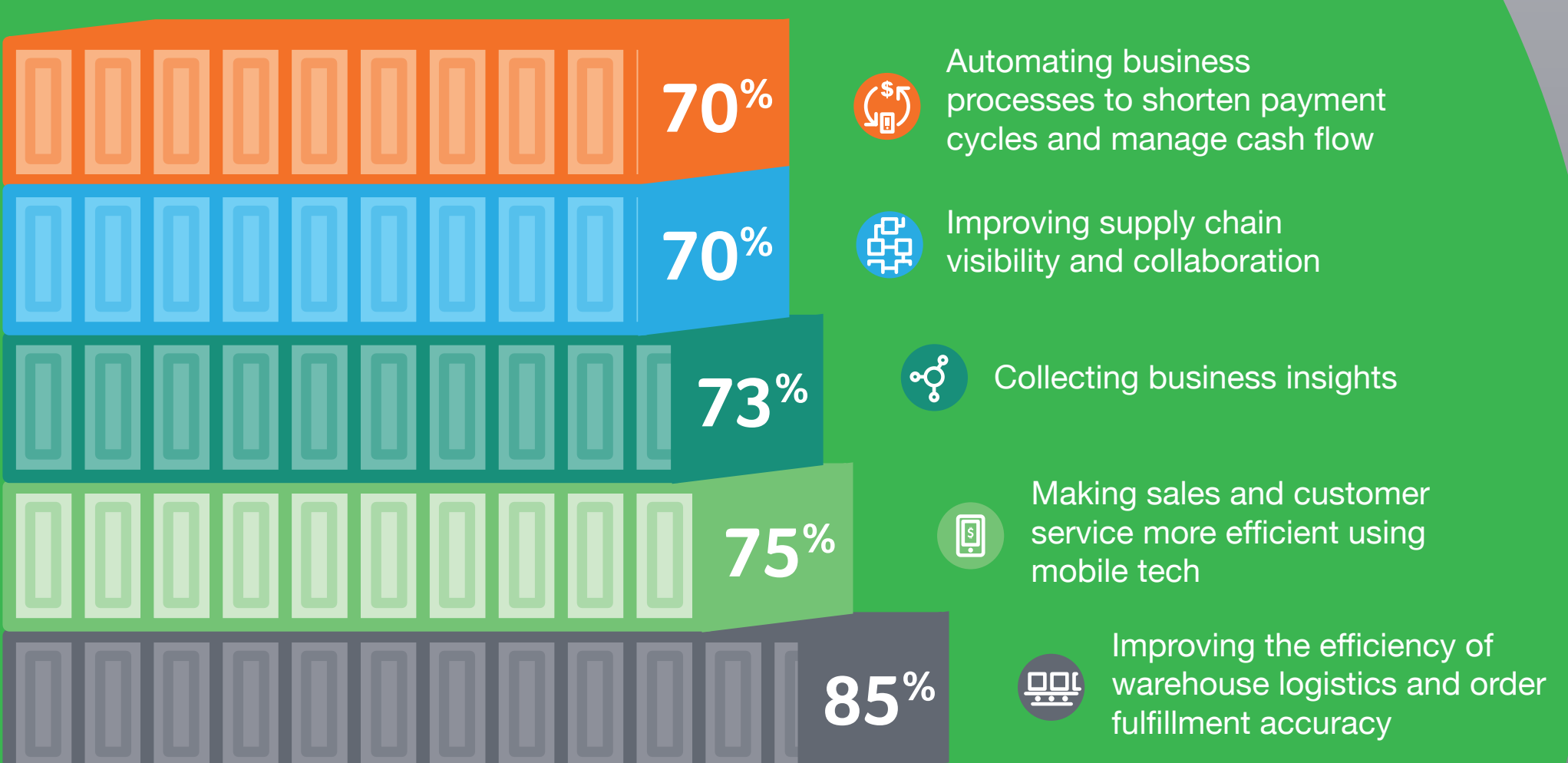


Integrating new technology with legacy systems to have a single view of the business

63% Saw improvement



In the next 1-2 years, distributors are expecting to increase their investments in technology to help them be more competitive in these key areas:



Distributors are turning to technology to help them increase businesswide visibility, improve efficiency, and optimize processes for growth. Whether it's increasing visibility around customers, products, and operations to make smarter decisions, optimizing warehouse and sales teams with mobile technology, or integrating multiple systems so there's one complete view of business, all of these capabilities help provide a strong and sustainable foundation for business growth—and they're all made possible with today's business management solutions.

Sage helps nearly 58,000 distribution companies solve key business challenges every day. We've provided solutions to help organize, manage, and cultivate growth for all types of businesses for over 35 years. For more information on how Sage can help your business, please visit www.sage.com or call us at 866-530-7243.

1. Sources: Statistics based on research by IDG Research Services on SBM and mid-sized distribution companies in North America.