

Why The Right Time to Upgrade from QuickBooks is NOW



Switching to a Fully-Connected ERP Enables QuickBooks Users to Take Their Distribution Business to the Next Level



"As the company grew, we could no longer rely on QuickBooks. Within 3-4 months of transitioning to Inform, our cash flow increased as a direct result of the projected PO system, and managing inventory became way more efficient."

- Tony Radovic, Nevada Bar & Restaurant Supply

Many distributors get their businesses off the ground using QuickBooks, an impressive bookkeeping and accounting software application built to guide distributors from an initial idea to a legitimate enterprise.

For growing distributors, there comes a time when QuickBooks limitations may begin to hinder operations, limit growth, and diminish profitability. As your team expands, or your company takes on new locations, the information that has to flow throughout your operation swells beyond the software's capabilities.

A well-designed ERP distribution software that fits the needs of your business will have the capability to turn your valuable information into actionable and automated workflows, converting complex manual processes into profit-building opportunities. Your ERP should support and facilitate business growth, introduce best practices to streamline processes with an intuitive interface for shorter learning curves and increase comfort levels amongst your staff.

10 Signs Your Distribution Business is Ready to Upgrade from QuickBooks

1. Workflows and Reporting are Managed Outside of Your Accounting System

If your company is spending time creating workaround solutions in Microsoft Excel, Access, or any other outside solutions, then QuickBooks has become too inefficient for your needs. Having a one-source software with built-in analytics and reporting provides great insight into KPI's, sales metrics, and inventory performance, without causing more work than necessary.

2. Manual Processes Trigger Transactions or Reports

QuickBooks is designed to provide reliable end-of-month accounting perspectives about the events and performance of your business, where a modern ERP application is designed to provide valuable data in real-time. This eliminates the need to compile and review spreadsheets, manually trigger transactions, or print and review daily reports. Automated ERP workflows and dashboards manage these for you, allowing your team to be more productive and efficient.

3. Your Sales Team Needs to be Connected - Anytime, Anywhere, and on Any Device

Distribution software should include high-performance mobile access to essential ERP features. The ability to build and edit quotes/sales orders, see real-time product availability/expected delivery, view customer accounts/invoices, sales history, and access CRM contacts, tasks, and event details from a smartphone or tablet equips your sales team with a substantial advantage over the competition.

4. Customers Need Access to Their Account Information 24/7

Having a fully connected eCommerce webstore that offers a dedicated online portal for anytime account access is invaluable to customers today. Customers want the ability to order online, pay invoices, see sales history, real-time pricing, account information, stock levels and more, at any time of the day. In addition, customers require access to order status, proof-of-delivery with signatures and tracking numbers, invoices and payables, historical purchase reports and dashboards, as well as the option for one-click, history-based reordering.

5. Multi-Location Inventory Accuracy is a Challenge

Forecast demand management, stock transfers, and inventory location management (including in-transit) become keys to strengthening profitability. An ERP software takes multi-location distribution needs into account, streamlining processes and improving accuracies.

6. Demand Management and Purchase Forecasting is Necessary

An ERP software with embedded forecasting tools helps distributors identify and adjust to both unusual/sporadic demand and seasonal demand. Having a solution that automatically calculates the correct forecasting formula enables your buyers to build purchase orders without time-consuming and error-prone manual calculations. Demand management and purchase forecasting functionality drives an increase in inventory ROI, order fill rate, and helps eliminate dead stock.



Daily Operations

Inform ERP is a single-source solution for wholesale distributors

Inventory Management

Superior tools for improving forecasting and accuracy

Sales Order Entry

Fastest POS system in the industry to increase speed at your sales counter

Warehouse Management

Gain complete control and visibility of your warehouse operations



Accounting

Intelligent accounting and financial reports to drive out costs

Reporting & Analysis

Decision-driving dashboards and powerful KPI's for quick decision making

Strategic Pricing

Improve margins with flexible pricing matrices for every workflow

Order Fulfillment

Streamline the order process and maximize productivity

7. Integration Needs Continue to Grow

In today's market, there is an undeniable need for EDI support, sales team mobility, pricing automation, warehouse management with barcoding, order entry automation, business intelligence, advanced reporting, and so much more. An ERP software system that integrates with a wide range of tools allows for a customized experience with a focus on the elements of your business that matter most.

8. Keeping an Accurate Audit Trail is a Struggle

As your organization continues to grow, it's inevitable that mistakes, bad habits, and even potential fraud are more likely to occur. The ability to provide an audit trail for critical transactions including changed prices, quantities and costs, inventory adjustments, tax, terms, and commission changes is imperative and provides much-needed accountability across teams.

9. Performance Issues are Causing Inefficiencies

When a product, customer, or transaction list exceeds 10,000 records, QuickBooks is known to experience a drastic decline in performance that can lead to data corruption. It is imperative for any growing distribution company to have an ERP system with the capability to handle large-size transaction lists to avoid these potential setbacks.



"Once we realized how antiquated QuickBooks was, it was an easy decision to transition to Inform ERP Software. DDI's software has created more efficiency and accuracy within our business and will help us in our continued growth."

- Brandon Veltem, Spring Brook Supply

10. Adding or Updating Products, Pricing, or Cost is a Tedious Process

Your ERP software should provide a wide variety of tools to manage customer pricing across groups of products or customers. Look for a system that offers a process to enable easy uploading of product spreadsheets for new lines, new content, updated costs, bin locations, and alternate vendors.

If your distribution business is experiencing any of these challenges, it's time to upgrade to a more powerful, fully-connected software solution built for distributors.

Compared to QuickBooks, DDI System's Inform ERP Software is built for distributors like YOU. With industry-specific workflows designed to elevate distribution success, Inform ERP outperforms QuickBooks in functionality, user experience, and hands-on customer support.

Most customers who have transitioned over to Inform ERP have experienced a 2-3% profit gain in the first year. DDI System's roadmap for today and the future keeps pace as technology and your business evolves, providing you with a solid foundation to grow.

Inform ERP Software is a completely connected business software suite that equips distributors with the ability to drive operational excellence, improve margins, and thrive in today's competitive marketplace. Featuring an integrated CRM, fast POS capabilities, professionally designed quotes & orders, insightful reporting, actionable performance dashboards, and mobile ERP functionality, Inform leverages industry-specific experience and proven sales tools to deliver a unique solution for wholesale distributors.



Inform ERP is designed, sold, and implemented in the U.S. Our exclusive implementation strategy includes expert data migration, on and off-site training, and workflow consultation to ensure a successful and smooth transition to Inform ERP.

Having the ERP solution provider maintain all aspects of your onboarding ensures that hidden costs will not arise throughout the process, and downtime will be minimal. Our software evolves based on customer and market needs. Smart technology is always a part of the DDI System roadmap with 2-3 upgrades per year. Upgrades are free to DDI System's customers, giving them continued access to new tools and profit-building opportunities.

To learn more about DDI System's Inform ERP Software and take the next step in your business, contact us today.



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DDI System's Inform ERP distribution management software is the award winning, industry specific solution for wholesale suppliers. DDI's Inform Software combines everyday operational benefits in accounting, inventory, sales, purchasing and pricing with the latest sales driving tools such as cloud connectivity, mobile apps, embedded CRM, real-time e-commerce and more.