



# WSWA NextGen Summit

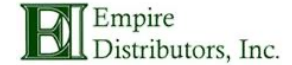
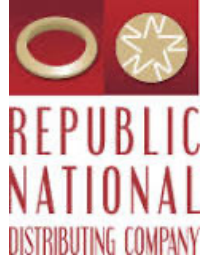
2021



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20<sup>th</sup>

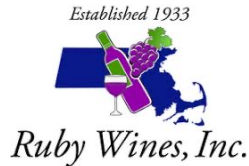
# Industry References



GEORGIA CROWN  
DISTRIBUTING



WILSON DANIELS



# About Inventiv Software

## Specialize in Software Beverage Alcohol Wholesalers

### Sales Rep Software



Sales Reps - Order entry with sales history and pricing



Sales Reps - Order Confirmations, Surveys, Order Approvals



Sales Rep - Will Call Deliveries

### Sales Manager Software



Sales Managers – Sample and Pickup Approval



Sales Managers – Reporting, Deals Module



Sales Managers – Plan territory changes in a consistent way

### Driver and Warehouse Software



Drivers – Edit Orders, Collect Payments and Print Clean Invoices



Warehouse Staff – Driver Management

Customer & Supplier eCommerce Software



# #1 Cannabis Software is Different

- ERP requires different regulatory tracking and tax Calculations
- Warehouse Management Software requires lot management
- Routing software can be the same
- Order entry will need to be modified for differences in pricing and lab testing information
- Delivery software will also need to include test results paperwork

## #2 - ERP Software Will be Cloud Based

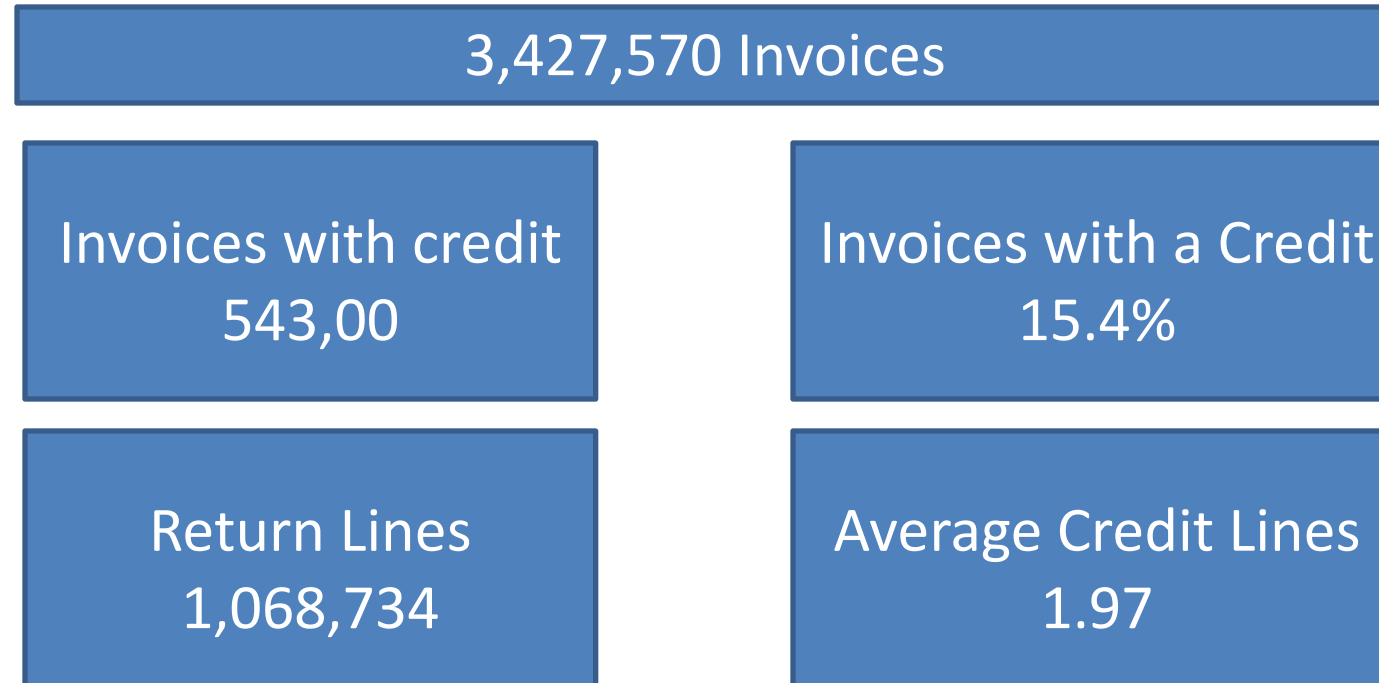
- What's Different?

- SAP, Oracle and Microsoft are investing billions into their cloud solutions
- The change from an on premise, heavily customized ERP to a cloud-based version requires key business processes to move outside the ERP.

- What are the challenges?

- The decision of change your process to match the ERP or change the ERP to match your process.
- It is very hard to find ERP consultants with industry experience.

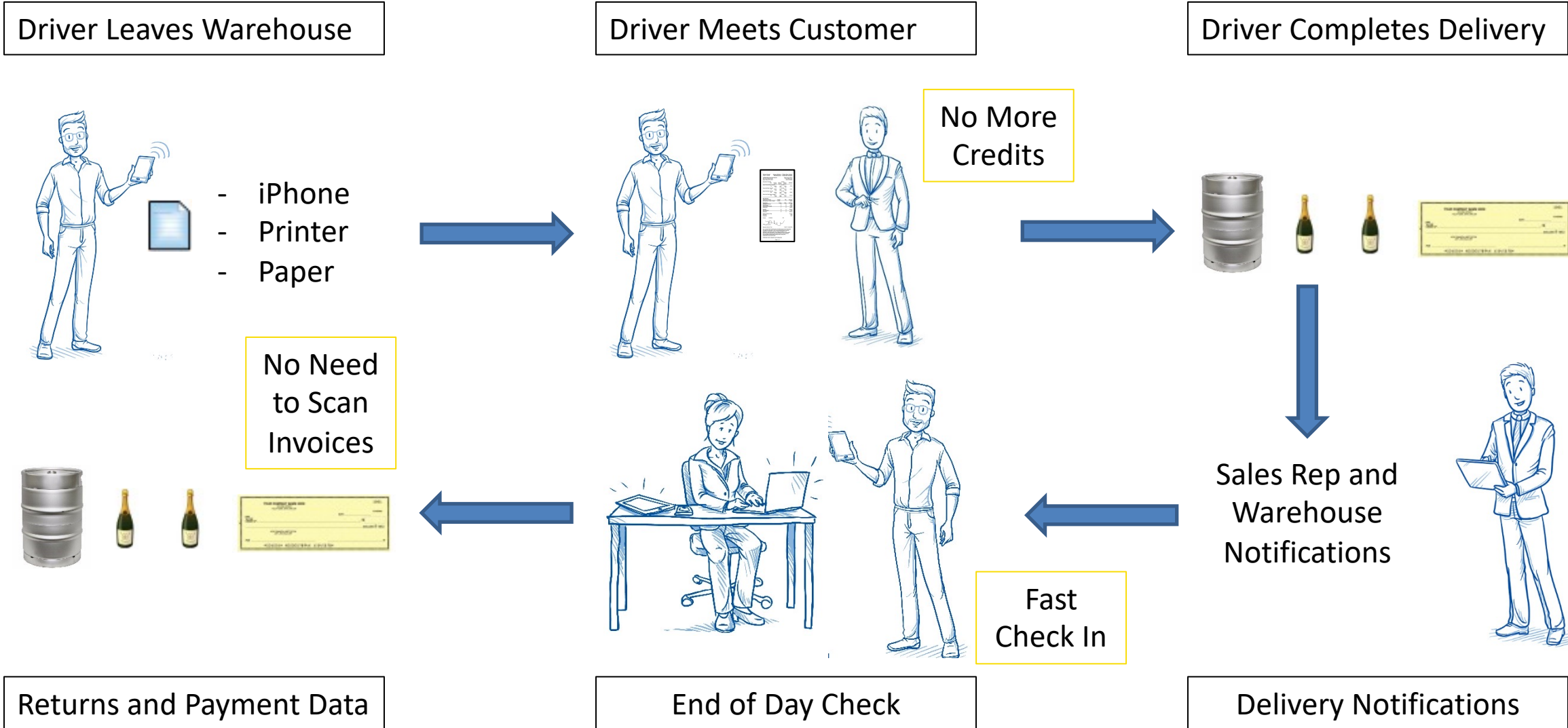
# #3 - Driver Delivery Software is a Requirement







# PocketDelivery Process



# Questions?

Will the number of credits go down?

What is the value of a clean invoice to the customer?

Is there a lot of change management by department?

# #4 – eCommerce Order Volume Increases



Wholesaler Website



Marketplace Website



Sales Reps Receiving More Electronic Orders



ERP

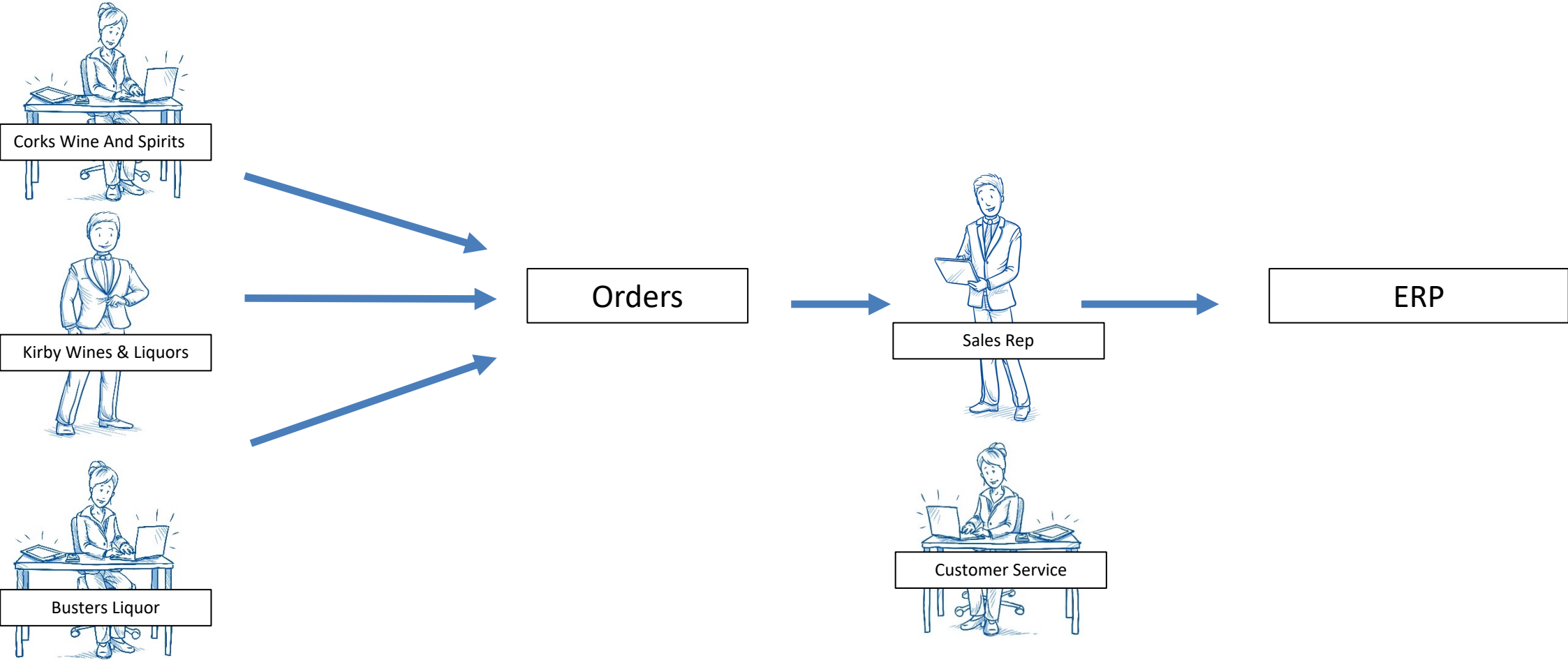


Customers are Moving to eCommerce



More Customers are Now House Accounts

# OrderLink



The One Place Your Reps Receive All Their Electronic Orders

# Questions?

What about orders that come in at the end of the day?

What if we have multiple reps calling on the customer?

How is the customer notified of the order status?

# #5 – The Amazon Effect

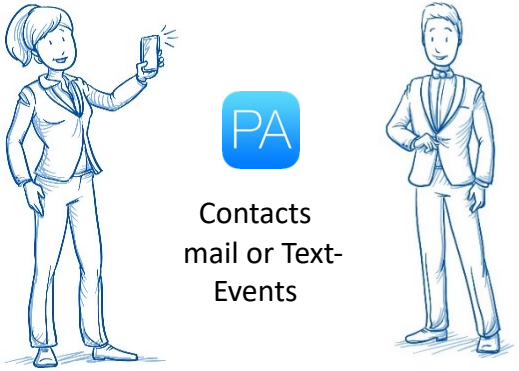


- Order Placed
- Delivery Status
- Out for Delivery
- Delivered

Customer Expect this level of information when ordering any product – We call this Informed Delivery

# Informed Delivery

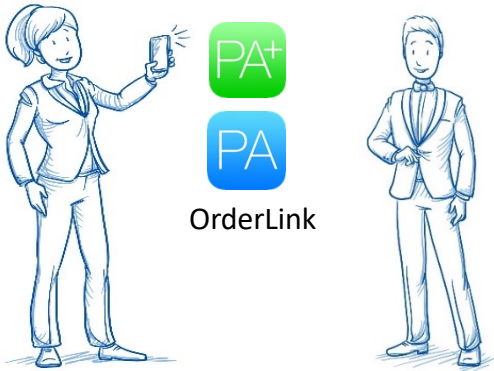
Rep Records Preferences



Rep

Customer

Rep Places Order

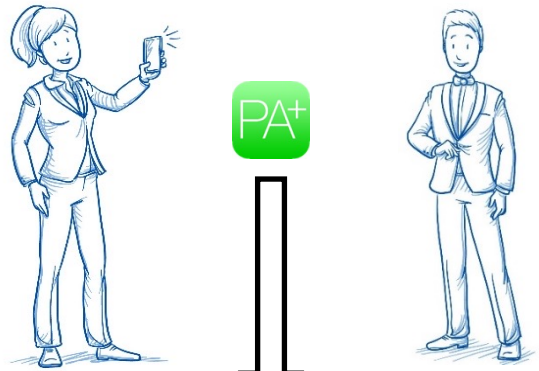


Rep

Customer

- EDI Orders
- eCommerce
- SevenFifty

Order Confirmation Sent



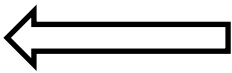
Rep

Customer



Rep

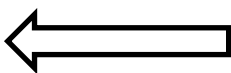
Delivery Status Update



Rep

Customer

Delivery



Customer

Pre-Delivery Notifications

# Questions?

Do the customers opt in for messages?

What if the order changes after the original message goes out?

Do you let the customer know when the driver will arrive?



# Takeaway

Order Entry and Delivery solutions require Industry Experience

Questions?



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Thank you....

See you next year