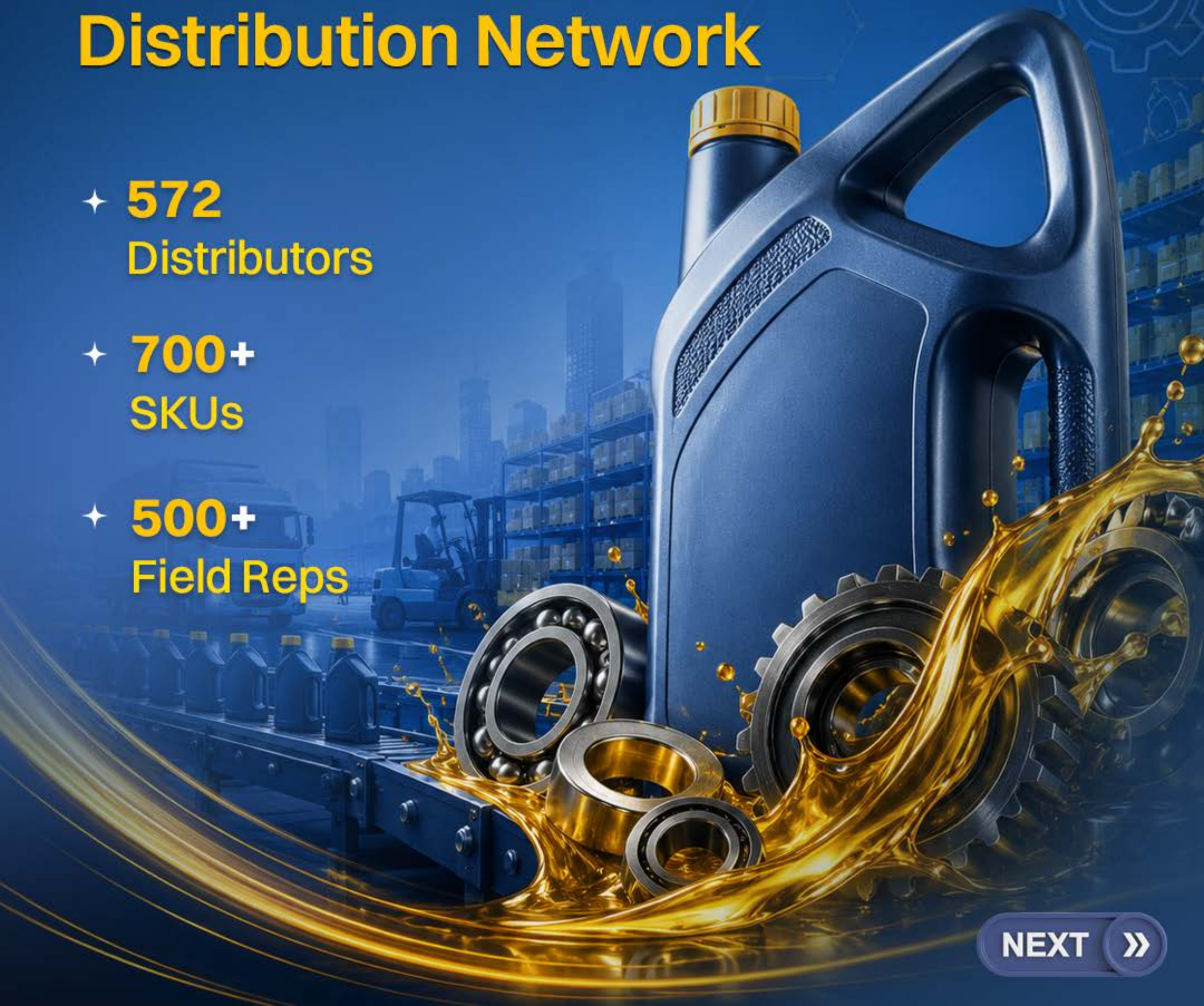
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How a Lubricants Leader Transformed Its Distribution Network

- **572** Distributors
- **700+** SKUs
- **500+** Field Reps



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A **vast lubricant distribution network.**

Limited visibility.



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The Challenges

Flying blind across the network

- ☒ No visibility into distributor performance
- ☒ No idea which SKUs were actually selling
- ☒ Retailer onboarding was slow & manual
- ☒ Orders weren't linked to profitability
- ☒ No clarity on top-performing distributors

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The Turning Point

They didn't need more tools.

They needed one system.

A connected ecosystem across every touchpoint.



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The Rollout

Live in 3 months. **Zero disruption.**

Phased implementation across
572 distributors

→ ERP
↘ DMS
↘ POS
↘ Field App



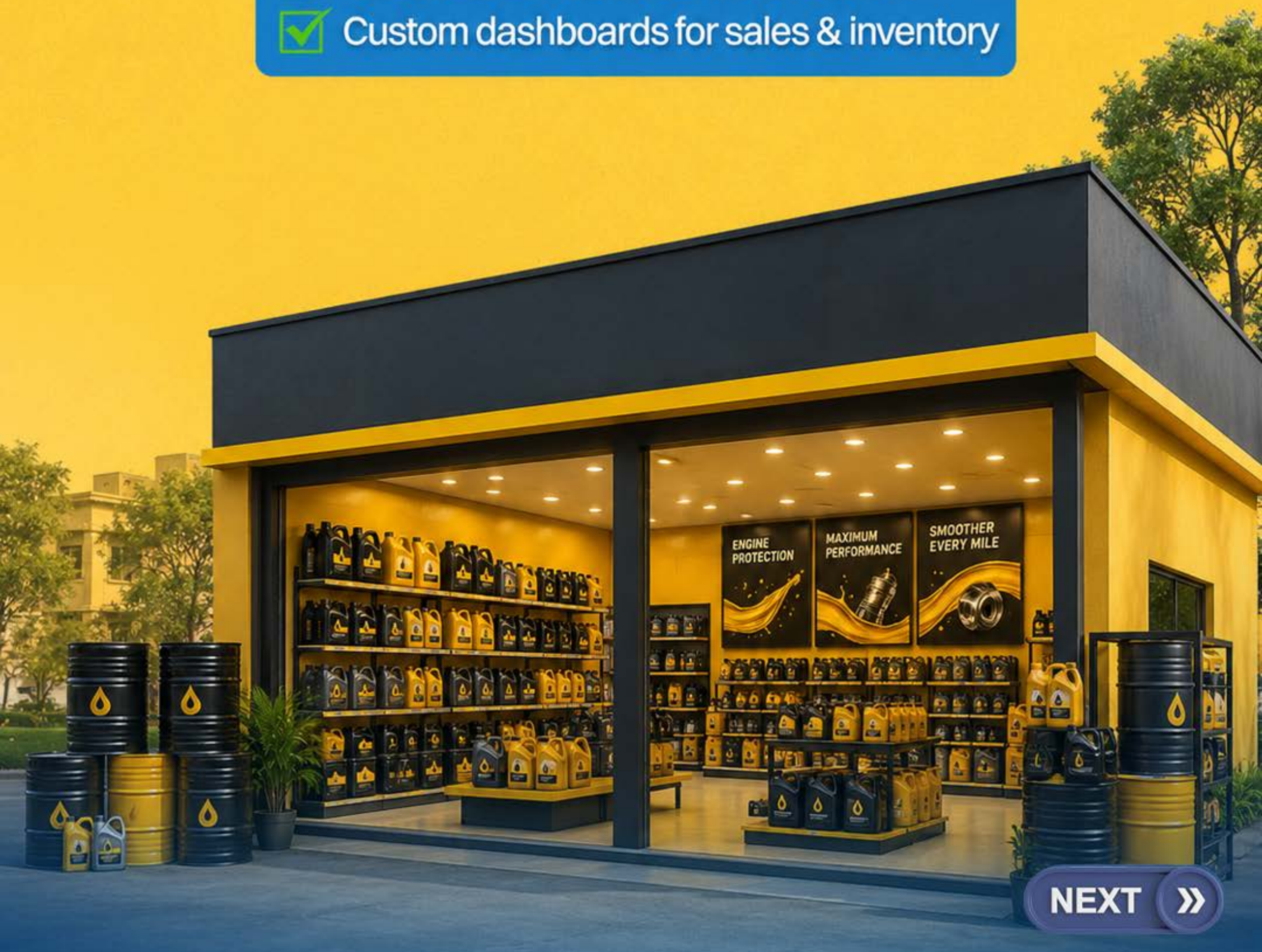
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What Changed

From disconnected systems to real-time sync

- ☑ Live data flow between distributors & HO
- ☑ Automated invoices & item masters
- ☑ Custom dashboards for sales & inventory



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Empowering the Field

500+ reps. One powerful app.

- ☑ Real-time order booking
- ☑ Instant inventory checks
- ☑ Retailer data at fingertips
- ☑ GPS-based route optimization



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The Impact

From guesswork to growth



- ✅ Real-time SKU performance tracking
- ✅ Faster, smarter field visits
- ✅ Zero manual errors with auto-sync
- ✅ Orders directly driving revenue decisions

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Closing

One connected system. Total control.

No blind spots.
Just results.

Is your distribution network this connected?

Or DM us to connect!

