



Manufacturing & Distribution Accounting Software

MANUFACTURING AND DISTRIBUTION ACCOUNTING SOFTWARE

Maximise commercial opportunities, reduce costs and eliminate waste.

From rising customer expectations and escalating storage costs, complexity of overseas supply chain management through to reduced margins and global competition, it's no secret that manufacturing and distribution businesses face an increasing number of pressures.

Client >

Claremont & May

Sector >

Manufacturing

Project >

Update financial software

"One major benefit of this technology is our ability to report information to our agents about their sales and commission via email or fax. The use of Exchequer's paperless technology saves the company at least £5,000 annually."

Claremont & May

Over the last decade, the industries have seen some significant changes. Many UK businesses now choose to outsource production, importing finished products to assemble and repackage - achieving greater efficiencies to meet market needs. Supply chain and warehouse management have never been so important.

With product delivery lead times measured in months not days, automation of these processes has become critical to ensure ample, but not excessive, supply of products.

By automating everyday processes and tasks, Advanced Exchequer's distribution solution looks to increase efficiency and productivity across your business, so when the pressure is on you can focus on what matters most.

With over 20 years' experience supporting manufacturing and distribution customers, Exchequer offers:

- > Accurate stock forecasting and interactive stock drill-down
- > Exceptional warehouse and stock control
- > Proactive and promotional selling
- > Secure mobile applications for professionals on the move
- > Scheduled and rush order packaging
- > Efficient returns management

Right product, right place, right price

Proactively maintain your stock at optimum levels with Advanced Exchequer's intuitive demand and production planning solution. By using past transactions and seasonal trends, Exchequer's stock forecasting calculates the correct stock levels allowing you to maximise efficiency and make the best use of staff time.

- > Carry the right level of stock to meet customer demand promptly - without restricting cash flow
- > Automatically creates purchase orders and works orders based on demand
- > Forecasts stock requirements based on historical averages or trends, customer schedules, annual company growth and monthly factoring

Warehouse and stock management that's under control

Managing a warehouse is no easy task. You're challenged to keep costs down and inventory levels low, all while maintaining the flexibility to offer next-day delivery as and when customers demand it.

From initial delivery through to despatch to customers, Exchequer's warehouse solution provides full control of the lifecycle of your stock - goods in, goods out, stock transfers and stock takes, helping you to:

- > Improve stock planning and control
- > Reduce wastage
- > Increase efficiency

Business intelligence and reporting to meet changing demands

Data is just data unless you do something with it, Exchequer's business analytics offers a single view of what's happening in your organisation and ensures you're well equipped for the ever-changing marketplace.

What would it mean to your business to have the power to ask:

- > **What if:** We increased minimal margin or a supplier increases cost price or we lose a major contract?
- > **Where's the gap:** Who don't we currently sell to? Where do we have opportunities?
- > **Who's drifting:** Who's still buying from us but has stopped buying so much or certain products?

Access and analyse the information you need, when you need it and stay one step ahead of the competition.

Capture every sales opportunity with CRM (via partners)

In a competitive marketplace, attracting the right prospects is key to business success. You need to know where to look and how to guide potential customers through their buying experience.

Telesales and field sales may have multiple interactions with each prospect – web, telephone, email, and in person - all of which should be recorded and managed to ensure a consistent customer experience.

What if your customer relationship management (CRM) tool worked hand-in-hand with your finance solution sharing critical customer data and eliminating double entry?

Gain a complete 360° view of all prospect and customer interactions with Advanced Exchequer's CRM solution.

We're ideal for:

- > Buy in components to assemble or repackage
- > Outsource production processes such as milling, drilling, cutting and mixing
- > Require a solution for 1-100+ users

"It used to take seven people a total of 45 working days to order in stock. It now takes one person just four hours a week."

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More information

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