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Buyer's Guide

Order Management Built for B2B

for Intelligent Allocation & Order Execution in Wholesale Distribution

Wholesale distribution and manufacturing (WD&M) is no stranger to pressure. It's the constant force that binds supply chains and keeps wheels turning. Converting routine daily pressure into progress is one thing. But a raft of looming new pressures circling wholesale distributors are less fleeting and harder to find workarounds for: creeping costs of all kinds, M&A market consolidation, consumerization of B2B, disintermediation — a list that's by no means exhaustive.

By now, unpacking the "doom" in the detail is moot — the industry knows the crossroad of existential risk it faces amid the challenges.

What's less clear is **how to solve these challenges in permanent ways that entire wholesale distribution ecosystems can sustain** as part of a broader answer that can be both progressive and sustainable.

The situation comes down to a set of increasingly narrow choices that can be summarized as: **"evolve or face irrelevance".** The usual workarounds — and decimating margins further to compete on price — are no longer scalable.

In This Buyer's Guide, you'll learn how purpose-built order management, and a "microservice" approach, can reveal a path to deliver better business results with a more dynamic, flexible, and reactive supply chain.

You'll also learn how such approaches to intelligent allocation and order execution can promote interoperability across supply chain systems, why this has become an imperative survival factor, and how it can be done both safely and profitably — without inflating short-term costs or rip and replacing existing architecture.

You'll also learn why continuing to leverage ERP for available to promise and order processing will put wholesale distributors at a potential mission-ending disadvantage.

In This Buyer's Guide You'll Learn

- The Importance of Interoperability Across Supply Chain Systems

- The Limits of ERP for Modern Inventory and Order Management

- How Purpose-Built Inventory and Order Management Improves on the ERP 'Tack-On' Approach

- How To Leverage a Purpose-Built Order Management System and Leave Existing Architecture Intact

- ERP Gap Analysis: Which Inventory & Ordering Pains To Solve First

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Why the Future of Wholesale Distribution and Manufacturing Must Include Interoperability

What is Interoperability?

Interoperability is the ability for systems and applications to operate together in a coordinated way. It facilitates unrestricted sharing and data and resources between systems. It enables organizations to achieve better efficiency and performance – whilst providing them with a more holistic view of all their information.

To put it more succinctly, interoperability enhances supply chain ecosystem efficiency by design. Collaboration across organizations and businesses requires the ability to exchange, interpret, and share data with common understanding, all with the goal of creating a fluid, uninterrupted solution that functions across individual systems without losing compatibility.

In other words, efficiency and productivity become consistent features requiring less maintenance and active interventions.

Why Is Interoperability Critical for WD&M?

Interoperable Wholesale Distribution and Manufacturing (WD&M) supply chains "democratize" inventory, ordering, customer insight, and supply chain data that can be valuably leveraged by any and all parts of the supply chain.

The implications of this are profound. Interoperable WD&M ecosystems can better coordinate agile supply chain responses to changing daily demands, while nimbly managing smart inventory, promising, and ordering operations built around customers' unique and changing needs and preferences.

The "customer centricity" element sits at the heart of what makes modern, composable, interoperable systems a critical survival factor for WD&M. Without these, the only option is to compete on price instead of service. And, with encroaching threats putting more pressure on margins, there's little room left for competitive pricing or for dissatisfied customers.

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Make the Move to be Agile, Resilient, and Profitable

In an industry that has become accustomed to workarounds, mix ups, and miscommunications, interoperability creates speed, agility, mutual visibility, and certainty with one shared source of truth for building service around the customer.

By moving towards interoperable systems and supply chains, wholesale distributors become resilient and adaptive to market dynamics and lower their inventory and transportation costs, all while fulfilling on commitment to clients and rolling out value-add services to stay relevant and profitable.

Shared Inventory Visibility: Across their departments, businesses, partners and customers share key efficiency details like inventory levels, order statuses, and shipment tracking. This transparency gives customers a broader inventory selection, helping businesses monitor supply chain activities comprehensively, quickly identify potential issues, and optimize operations to meet customer demands effectively.

Customer-Centricity: Seamless, automated data sharing paves the way for personalized customer experiences, with offerings and fulfillment tailored to urgent and changing customer needs. Imagine, for example, the profit potential of having your customers preferred inventory at a distribution center located close to where they need it. You reduce transportation costs and always deliver quickly.

Supply Chain Resilience: Reduce risks, protect your data, and respond rapidly to supply chain disruptions, such as market fluctuations, geopolitical events, or unexpected demand surges. The interconnected supply chain allows for agile adjustments, ensuring the supply chain remains resilient and adaptable.

Better Productivity: Finally, interoperability helps people and systems share data to synchronize processes and information and make real-time decisions that promote more and more efficiency improvements, reducing waste and increasing margins.

One Challenge at a Time: Up First?

Over Reliance on ERP for Inventory and Order Management

Can An ERP Be Used for Order Management?

Technically? Yes; however, while ERP systems offer rudimentary order management capabilities, they fall short on untangling complexities inherent to WD&M and efficient, modern order management experiences.

To state the obvious, the ERP was originally designed for broader business management as a system of record, not a system of process or differentiation. This once made sense — when businesses were built from the inside out. But times have changed.

Today, businesses need to stay responsive to outer factors and influences, plus fluctuating consumer, market, and industry demands.

Sensing this, ERP vendors started adding "tack-on" order management capabilities over the years, to keep up with changing customer and market needs. However impressive they might seem at face value, these "tack-on" capabilities just aren't robust enough to:

- Manage and rebalance evolving, complex supply and demand needs
- Extend the supply chain network for optimal inventory and fulfillment
- Prioritize and allocate inventory based on customer tiers, SLAs, availability, and business rules
- Roll out modern order and customer service experiences

Besides, ERP upgrades are slow, heavy, and disruptive.

It's not uncommon for allocation and order execution operations to cause delays, disruptions, and even incorrectly allocate orders.

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9 Gaps of an ERP for Order Management:

1. Limited Inventory Visibility
2. Suboptimal Inventory Optimization
3. Low or No Interoperability Potential
4. Inadequate Support for Value-Adds
5. Lack of Flexibility in Changing Circumstances
6. Sub-Par Order Fulfillment
7. Inadequate Demand Forecasting
8. Limited Multi-Channel Support
9. Complex Pricing and Discounting

Can Order Management Be Optimized With An ERP? Can Order Management Be Optimized With An ERP?

The honest answer? No. ERPs will still be the master of record from a financial perspective, but adding a dedicated order management system for intelligent allocation and order execution brings real-time inventory visibility, availability to promise, smart order allocation, order rebalancing, and more effective order fulfillment.

The ERP order management "tack-on" approach infers inevitable workarounds and manual processes. If margin growth, customer experience, agility, and cost reduction are on your list of goals, then the "tack-on" approach is antithetical to all of them.

Wholesale distributors that pursue growth through merger and acquisition can wind up acquiring multiple ERP systems and lines of business (LOBs), resulting in more silos.
A purpose-built order management system quickly connects those LOBs by acting as a layer of abstraction across multiple disparate ERP systems. Here are a few other critical gaps of leveraging ERP for inventory, allocation, and order management.

1. Limited Inventory Visibility: ERP systems do provide basic visibility into inventory levels and order statuses. But it's not comprehensive, granular, or in real time. Not only that, it doesn't offer two-way visibility to customers. The consequences? Inaccuracies, mix ups of inventory promised but not delivered, delayed decisions, stagnant inventory, shortages, ineffective replenishment — all the usual suspects.

2. Suboptimal Inventory Optimization: ERPs don't bring much to the table when it comes to advanced inventory optimization capabilities. For instance, they rarely factor in seasonal trends, changing customer requirements, market demand fluctuations, supply and demand modification, and supply chain disruptions. Without these perks, calculating the right inventory — to balance costs and service levels — is a perpetual challenge.

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3. Low or No Interoperability Potential:

Integrating ERP with external systems — like third-party logistics providers (3PL), suppliers, or marketplaces — is either extremely difficult and expensive, or outright impossible. This lack of integration hinders or completely blocks smooth data exchange and collaboration with external partners.

4. Inadequate Support for Value-Adds:

For example, B2B customer self service, inventory availability in real time across locations, and rapid omni-channel fulfillment. Without a dedicated, purpose-built order management system (OMS), scalable value-add services become near impossible.

5. Lack of Flexibility in Changing Circumstances:

ERP systems just can't flex to accommodate the unique and specific needs of WD&M businesses and their customers. This rigidity can lead to suboptimal inventory and order management processes that entrench problems like stagnant inventory, shortages, and processing costs.

6. Sub-Par Order Fulfillment:

For example, intelligent order routing, inaccurate eligibility, or dynamic allocation of inventory. Without a dedicated order management system, such inefficiencies lead to longer lead times, bloated processing and transport costs, and, of course dissatisfied customers.

7. Inadequate Demand Forecasting:

ERP systems typically rely on historical data to forecast demand, which is an insufficient view for useful predictions. As a result, businesses using ERPs may struggle with inventory planning and face challenges in meeting fluctuating customer demands.

8. Limited Multi-Channel Support:

If you are trying to engage customers through multiple channels like B2B marketplaces, e-commerce, and other new channels, your ERP just won't have the horsepower to support multi-channel order management. The impact? Disconnected processes and customer experience issues.

9. Complex Pricing and Discounting:

ERPs struggle to handle complex pricing and discounting structures — especially when dealing with various customer segments, contracts, and promotional offers. The net cost? Pricing inaccuracies and revenue leakage.

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9 Advantages of Blue Yonder Order Management

Unlike ERP systems with limited order management capabilities, purpose-built inventory and order management solutions are specifically designed to handle the complexities of order processing and fulfillment in a way that sets the path to reap the benefits of interoperability.

1. Composable Microservices Architecture:

The "microservices" part means you don't need to purchase all of Blue Yonder's Order Management solutions (Inventory, Commits, Ordering, Fulfillment, AI/ML, and Insights). Rather than purchase capabilities you don't yet need, you can pick and combine packaged microservice solutions to scale together, or just select a single packaged microservice solution to get started.

Once you've solved your most urgent inventory and ordering challenge, you can scale other microservices to tackle more challenges capabilities.

2. Augment Existing Tech:

In short, "augmentative" means you don't need to rip out and replace your current solutions. Instead, you can chip away at the monolith, steadily moving to better, more modern architectures.

Blue Yonder's Order Management microservices layer into and seamlessly extend capabilities across existing architecture, keeping costs down, disruption minimal, and progress towards supply chain interoperability steady and scalable.

3. Real-Time Inventory and Order Data:

Imagine the impact of giving both teams and customers a moment-by-moment view of what inventory is available to promise and order. Just this one advantage of Blue Yonder's Order Management vs. legacy ERP triggers a series of trickle-down benefits: faster inventory turns, regionalization, reduced costs and less stagnant inventory, minimal manual efforts and mistakes, and boosted margins.

4. Intelligent Rebalancer:

Due to longer lead times between the order creation and fulfillment for B2B orders, the supply and demand goes through several, sudden disruptions/changes during the order processing duration. Blue Yonder's Intelligent Rebalancer reacts to these sudden disruptions, and rebalances the open demand based on the defined allocation rules and ensures all pending orders are resequenced and reprioritized for optimal results.

5. Seamless Integration:

Blue Yonder's Order Management solutions are designed to integrate seamlessly with various systems, including ERPs, WMS, TMS, and CRM. The upshot of this? Smooth, productive data exchange across the supply chain, busted silos, and a unified flow of information and valuable inventory and order processing operations.

6. Standardized Data Formats:

This is important for simplifying the integration process and enabling compatibility across different systems. If you're familiar with what it takes to get your ERP to connect seamlessly with other systems, you'll know the feeling of wishing you had the luxury of standardized data formats and protocols.

7. Business Rules-Driven Workflows:

Extending order processing workflows according to clients' changing and specific requirements is key to sustaining all sorts of KPIs — from cost, right through to customer satisfaction. The flexibility of Blue Yonder's Order Management solutions ensures fluid alignment with existing business processes and systems.

8. Extended Supply Chain Network:

Open transfer lanes to evaluate fulfillment options when inventory is not available at the requested location or within the committed customer timeframe. Blue Yonder's Order Management solutions are purpose-built for B2B, giving you optimized sourcing, improved availability, and the opportunity to consolidate shipments.

9. Built for B2B:

One big advantage of the Blue Yonder Order Management solutions is they are built with the purpose of solving the complex needs of B2B.

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ERP vs. Built-for-B2B Order Management for Inventory and Order Orchestration

So far, we've skimmed over some of the existential industry threats facing WD&M. We've also covered how those threats are exacerbated when ERP continues to be the platform of choice for available to promise, allocation, and order management.

What we haven't yet covered is exactly how the right order management solution fills the critical capability gaps that ERPs leave in those contexts.

Here's a capability-by-capability comparison breakdown of how Blue Yonder's OMS (which is purpose-built for B2B) confers significant daily advantages that add up to increased margin, value-add offerings, greater retention, and sustained growth, even in the most turbulent market conditions.

Inventory Availability		
	ERP	**Blue Yonder Order Management**
Real-Time Inventory	Depending on the ERP system, real-time inventory and updates may not be available or may require significant customization.	Built for performance, real-time inventory updates are a standard feature, ensuring stock levels are accurate across the entire network and all sales channels.
Multi-Location Inventory Tracking	May have rudimentary location tracking, but lacks the granularity required for complex distribution networks.	In-the-moment multi-location insights of inventory at various locations, including warehouses, stores, and in-transit goods.
Inventory Classifications	May support basic classifications such as raw materials, work-in-progress, and finished goods, but likely to struggle with more complex categories.	Flexible and customizable classification systems to cater to a wide variety of inventory types.
Visibility and Tracking	May provide a basic overview of inventory, but granular, real-time tracking is typically non-existent.	Unbeatable end-to-end visibility of inventory across all sales channels, in real time, for both teams and customers.
Integrations & Reconciliation	Support basic integrations but may require complex, expensive and time-consuming custom development for non-standard systems. Data reconciliation can be a manual and time-consuming process.	Specifically designed for interoperability by easily integrating with virtually any native or supply chain partner platforms,a with automated reconciliation features as standard.
Available To Promise (ATP)	Some ERPs offer rudimentary ATP calculations, but these are often based on outdated data or lack real-time responsiveness.	Offers real-time ATP calculations, allowing more accurate commitments to customers, which boosts retention and revenue.

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A Side-by-Side Comparison

Inventory Availability (continued)		
	ERP	**Blue Yonder Order Management**
Eligibility	ERPs typically won't support complex eligibility rules for inventory allocation across various channels.	Supports advanced eligibility rules to ensure efficient allocation of inventory based on pre-set business rules.
Reservations	ERPs might provide basic reservation capabilities, but real-time updates and complex reservation scenarios could be challenging.	Comes with robust reservation features, allowing customers to reserve items online for pickup in-store or vice versa.
Supply Segmentation	Usually limited or no scope for intelligent supply segmentation or available to promise calculations, causing potential over promise, under fulfillment, and negative customer experience.	Identifies the appropriate segmented inventory and the quantity to be used in the calculation of ATP, including customer location and proximity, selling channel, route to market, sellable segmented inventory, future segmented supply, open demand, and more.
AI, ML and Analytics	ERPs may offer basic machine learning (ML) and analytics capabilities, but might not be as advanced or easy to use.	Leverages AI/ML for demand forecasting and inventory optimization and also provides advanced analytics.
UX/UI	ERPs often have complex interfaces that require significant training to navigate effectively.	Typically offer a user-friendly interface designed for ease of use and minimal training.

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A Side-by-Side Comparison

Order Allocation & Rebalancing	ERP	Blue Yonder Order Management
Prioritizing Allocation	ERPs typically allocate on a first-come, first-serve basis, with limited flexibility for prioritization based on customer value and order urgency.	Provides advanced rules for inventory allocation, allowing for prioritization based on various parameters.
Backorders and Preorders	ERPs typically won't support complex eligibility rules for inventory allocation across various channels.	Designed to handle backorders and preorders seamlessly, maintaining a smooth ordering process even when inventory is not immediately available.
Configuration Parameters & Weightage	ERPs might offer basic configuration options but lack advanced customization for specific business needs.	Provides flexible configuration parameters and weightage options, allowing for a more tailored allocation strategy.
Intelligent Rebalancer	ERPs don't support order rebalancing without manual intervention or extensive customization.	Reallocates inventory based on changing demand and supply conditions — rebalancing inventory with orders, expectations, and requirements.
Fulfillment Service Eligibility	ERPs lack sophisticated logic to determine eligibility for various fulfillment services, which could lead to inefficiencies.	Offers advanced algorithms to determine eligibility for various fulfillment services, enhancing efficiency.
Commitment Calculations	ERPs usually provide basic commitment calculations that might not fully account for real-time changes in inventory.	Provides real-time commitment calculations based on complex rules to ensure optimal inventory allocation and adherence to fulfillment commitments.
Machine Learning	ERPs may offer basic machine learning capabilities but might not be as advanced or easy to use.	Leverages ML for demand forecasting, inventory allocation optimization, and other advanced functions.
UX/UI	ERPs often have complex interfaces that require significant training to navigate effectively and dependency on tenured staff and "knowledge keepers".	Offers user-friendly interface designed for ease of use, fast staff onboarding, and opportunities for self-learning and minimal training, reducing reliance on tenured staff knowledge.

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A Side-by-Side Comparison

Order Execution		
	ERP	**Blue Yonder Order Management**
Omni-Channel Order Management	ERPs generally have limited capabilities to handle orders from multiple channels in any kind of synchronized manner.	Handles any volume and complexity of omni-channel orders, providing unified customer experience across all sales channels.
Sourcing and Optimization	ERPs may have basic sourcing and optimization capabilities but may lack in advanced features like dynamic sourcing, route optimization, and more.	Provides advanced sourcing and optimization capabilities to evaluate fulfillment options with and without transfer, and then selects the optimal one.
Reallocation & Rebalancing	An ERP lacks the capability to do initial allocation and rebalancing and requires manual intervention to adjust after any disruption to supply or demand.	After a disruption in the supply and/or demand, the inventory is reallocated and rebalanced based on customer priority, batch, backorders, and fair share commitments.
Integrated Orchestration & Workflow	ERPs may provide basic order orchestration and workflow capabilities, but may lack the flexibility and customization required for complex workflows.	Provides complete orchestration across extended supply chains with related order entities for end-to-end visibility, plus workflow tools for managing complex order scenarios.
Pre- and Post-Order Customer Engagement	Customer engagement capabilities in ERPs might be limited and may not offer a seamless pre- and post-order experience.	Offers robust tools for pre- and post-order customer engagement, speeding up order taking and processing as well as improving customer satisfaction.
Fulfillment & Fulfillment Rules	ERPs may have limited capabilities for customizing fulfillment rules, potentially leading to inefficiencies in the fulfillment process.	Offers flexible and customizable fulfillment rules, enabling hyper-efficient and consistent order processing and delivery.

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A Side-by-Side Comparison

Order Fulfillment & Warehousing		
	ERP	**Blue Yonder Order Management**
Pick and Pick Lists	ERP systems may have basic picking functionality but could lack advanced features such as wave picking, batch picking and zone picking.	Offers advanced picking features, including wave, batch, and zone picking, thereby enhancing warehouse efficiency.
Validation & Exceptions	ERPs may not provide comprehensive validation checks and exception handling capabilities, potentially leading to errors in order fulfillment.	Offers sophisticated validation checks and exception handling mechanisms to ensure accuracy and efficiency in order fulfillment.
Staging and Packaging	ERPs may provide basic staging and packaging capabilities, but might lack the flexibility and customization needed for specific business requirements.	Provides flexible and customizable staging and packaging features, which improves efficiency and reduces errors.
Shipping and Carrier Integration	While ERPs may support some carrier integrations, they could be limited and require additional development for wider compatibility.	Easily integrates with a wide variety of carriers, streamlining shipping processes and enabling consolidated shipping.
Exception Handling and Order Status	ERPs may offer basic exception handling and order status tracking, but real-time updates and granular tracking are usually limited.	Offers advanced exception handling and granular real-time tracking of order status, improving operational efficiency and customer satisfaction.
Integration & Reconciliation	ERPs usually support integrations but may require custom development for non-standard systems. Data reconciliation can be a manual and time-consuming process.	Easily integrates with a wide variety of platforms such as e-commerce, marketplaces, and 3PL systems with automated reconciliation features.
Inbound and Storage	ERPs usually handle inbound logistics and storage operations, but these may lack flexibility and real-time tracking.	Offers real-time tracking of inbound logistics and storage operations and can adapt to changing warehouse conditions.

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A Side-by-Side Comparison

Order Fulfillment & Warehousing (continued)		
	ERP	**Blue Yonder Order Management**
Picking and Packing	ERP systems may provide basic picking and packing capabilities but may lack advanced features and flexibility.	Offers flexible and advanced picking and packing options, greatly improving efficiency and accuracy in the warehouse.
Handover and Shipping	While ERPs may handle handover and shipping operations, these processes may not be highly customizable or adaptable.	Provides customizable and adaptable handover and shipping operations, providing an efficient and error-free delivery process.
Integration Framework	ERPs usually support integrations but may require custom development for non-standard systems.	Easily integrates with a wide variety of platforms such as e-commerce, marketplaces, and 3PL systems.
Labor and Workflows	ERPs may provide basic labor and workflow management capabilities but may lack the flexibility required for complex workflows.	Provides flexible labor and workflow tools for managing complex scenarios and increasing warehouse efficiency
Dropshipping	Depending on the ERP system, it may be complicated to set up dropshipping, especially when dealing with multiple suppliers.	Supports dropshipping and is equipped to handle multiple suppliers, ensuring smooth order fulfillment.
Cross– Docking	ERPs may lack built-in support for cross-docking, which requires manual intervention to streamline the process.	Offers built-in support for planned and also opportunistic cross-docking, improving overall supply chain efficiency and cost reduction.
Mobile Fulfillment Order	Mobile order fulfillment might be challenging or may require significant and expensive customization in an ERP system.	Handles mobile order fulfillment seamlessly, enabling efficient order processing from mobile devices.

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ERP Gap Analysis
Questions To Ask and Answer

As we've learned, ERP systems can, to a basic degree, be leveraged for inventory processing and order management.

That said, it's usually a situation of workarounds and compromises that ask awkward questions of "tack-on" ERP capabilities not really designed for highly specific purposes.

If you're thinking of complementing your ERP with a dedicated, purpose-built order management solution built for B2B complexity, here are five ERP capability gaps to investigate.
Once you've uncovered the on-the-ground "truths" to these questions, you'll have gathered the facts you need to make the case for digital change and get stakeholders on board with modernization incentives that, without being dramatic, could significantly alter business trajectory and growth prospects.

1. How Well Does Your ERP Contribute to Reducing Inventory Costs?

Imagine your warehouse team is scrambling to reconcile stock levels between different systems, or your sales reps are unsure of whether specific inventory can be promised to a customer.

While ERP systems with order "add-on features" might initially seem to save on cost, the shortcomings can surface in the form of hidden inefficiencies, resulting in higher personnel costs and time waste.

How does Blue Yonder fill this gap? Creating a real-time unified and centralized view of all inventory across the enterprise and network exposes more assortment to customers, increases fill rates, and reduces carrying costs, safety stock, waste, and unsellable inventory.

2. How Often Do You Experience Stagnant Inventory and Shortages When Leveraging ERP for Inventory and Ordering?

Suppose an unexpected surge in demand for a certain product leaves you struggling to fulfill orders, leading to under-supply and shortages. Or on the other hand, imagine a situation of over-anticipation of demand for another product results in overstocking, tying up your capital in static inventory. Speak to your inventory teams and get factual figures on how often this is happening. You might find that

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stagnant inventory and shortages have been absorbed as "just part of doing business".
If that's the case, then you have a clear gap to fill and an opportunity to capture.

How does Blue Yonder fill this gap? It's not just thanks to real-time inventory visibility across all locations and channels. Blue Yonder's Order Management microservices also bring AI/ML-infused supply and demand forecasting tools, assisting effective replenishment, improving inventory exposure, and preventing both shortages, stagnant inventory and inefficient use of capital.

3. What Level of Demand Forecasting Are You Getting From Your ERP in Changing Contexts?

Imagine you're planning inventory for your seasonal products based on static historical data. Despite past trends, the demand this year surges due to a new trend or drops due to a change in consumer behavior, leaving you with excess supply or unfulfilled orders.

How well can your ERP "tack-on" capabilities help you adapt inventory planning contextually, as in this scenario? It's not a rhetorical question: it's something to actively find out. If the answer is "not well at all", then it's an easy gap to fix, but you need to actively decide to fix it.

How does Blue Yonder fill this gap? Artificial intelligence and machine learning analyzes past data, current trends, and market dynamics to accurately predict future demand, allowing you to source against future supply and helping you plan and prepare inventory, for even the most unexpected circumstances.

4. How Much Revenue Are You Losing to Rigid Warehouse-to-Client Location Mapping?

How does your ERP handle the complexities of managing inventory allocation and order fulfillment across multiple locations? How about when specific clients are rigidly mapped to each warehouse? How consistently can your ERP approach manage stock levels across all sites?

Imagine, for example, that you have a restaurant client that orders 300 pieces of salmon by Wednesday for a fish special. They've already printed new menus. Your ERP shows availability. You commit. But your allocation team only finds 100 pieces available. The rest are way over in Boston, about to spoil.

How does Blue Yonder fill this gap? First, by supporting organizational hierarchies across various business entities. Second, by centralizing data access and custom mapping for each warehouse location, with customizable rules for holding, allocating, and processing specific inventory from specific locations to specific clients.

5. How Smart Are Your Order Allocation Algorithms, if You Have Those?

Imagine you're in a business where fashion trends impact demand. In this scenario, could your ERP system forecast that trend? Or is this kind of scenario an active blindspot that leads to the overproduction of out-of-fashion items, resulting in wastage and tying up your resources in static inventory?

How does Blue Yonder fill this gap? Artificial intelligence and machine learning solutions anticipate those kinds of trends, demand fluctuations, and other external factors, minimizing wastage and ensuring your inventory is always in line with demand.

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How To Get Ready

Step 1: Triage Your ERP Capability Gaps

Use the ERP gap analysis guidance above to assess your most urgent inventory and ordering efficiency shortfalls, then triage them in order of severity. Try comparing your actual performance against KPI and KPA target metrics.

1. **Where are you bleeding margin?**
2. **Which areas of performance are the furthest off the mark?**
3. **Which areas have the potential to deliver the highest impact if optimized?**

Once you've identified your pain points, a Blue Yonder expert can help you identify the right Blue Yonder microservice(s) to ease them one by one.

Step 2: Speak to a Blue Yonder Expert About Value Transformation

They'll help you assess your objectives and pain points and provide fact-based insights, recommendations, and proof points that will drive value. Then they'll provide a Value Blueprint with a clear path to ROI and a roadmap for how your Blue Yonder implementation can be custom-geared for augmentation to gel seamlessly with your existing architecture and partner systems in your supply chain. They'll also help you identify the highest areas of impact as well as what to implement and in what order.

Step 3: Deploy Your Blue Yonder Order Solutions

Blue Yonder OMS is fully customizable, SaaS-native, and completely non-disruptive. Time-to-value is just weeks, not months and years, and there's minimal training required to get teams up and running.

All Blue Yonder order management user experiences are geared for intuitive self learning, so you'll experience rapid team uptake and reduced reliance on training interventions and tenured staff.

Once an initial site has been configured by our expert team, subsequent sites can be implemented and activated in a matter of days.

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Get in Touch >>

Please visit **https://blueyonder.com/solutions/adaptive-fulfillment-and-warehousing** to speak with a Blue Yonder expert today.

Visit **blueyonder.com/contact-us** to get started.
You can also email us at **commercesales@blueyonder.com**

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