



SALES AND DISTRIBUTION

Process and track huge volumes of orders, procure products and materials from a variety of local and global suppliers, optimise inventory and customer service levels, streamline operations and access real-time information across multiple locations.



Value Chain Leader

Secure your leadership position in the sales and distribution value chain. Plan, source, stock, sell, recover, and analyse – all on one single system. Integrate workflows and the latest technologies to reveal ROI and deliver exceptional service in every customer experience.



Sales Order Lifecycle

Efficiently manage the entire sales order lifecycle, from pre-sales to post-sales. Boost sales, margins and customer satisfaction by automating and accelerating all order-to-cash processes, from sales order management and product delivery to accounts receivable.



Collaboration

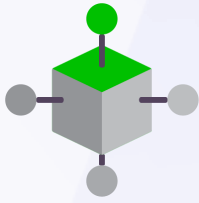
Optimise and manage your entire supply chain from end-to-end. Boost customer and supplier satisfaction by enabling collaborative planning and better supply chain practices. Maximise efficiency and responsiveness with real-time visibility across the entire network.

Built for your industry, Embrace has been designed to streamline the different distribution processes in today's dynamic supply chain. Embrace is built on the foundation that your business solution needs to work the way you do while also delivering best practices for distribution operations that help drive down costs, increase market share and grow profits.

Embrace the future, today! Take advantage of an innovative, fast, flexible and simple business solution that supports your current needs and will promote your competitive edge far into the future.



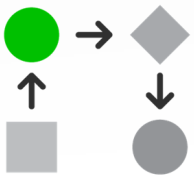
Business Benefits



Stay ahead of the competition with agile, integrated and innovative sales and distribution solutions powered by Embrace ERP - designed to enable your business to scale, adapt and grow easily and cost-effectively. Interface with third-party applications and extend your reach to the internet of things (IoT) and e-commerce. Interconnect your products, supply chain, customers and service processes to stay competitive.



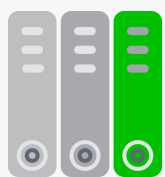
Leverage modern tools to address tomorrow's sales and distribution industry challenges today. Embrace unparalleled depth and breadth of distribution capabilities in a single solution to effectively manage and control every facet of your distribution business. Streamline key processes company-wide, boost operational efficiency, lower costs, increase profits and reduce risks.



A unique, intuitive user interface makes it easy to connect with suppliers and customers while conducting business. Users have access to all the relevant information and tools they need when they need them to deliver the best customer experience possible. Increase productivity and embrace company-wide collaboration and seamless communication between colleagues, customers and suppliers.



Add value to your sales and distribution business with value-added services that help differentiate your company from the competition and increases revenue. Meet increasing customer demands for more comprehensive services, such as kitting, light manufacturing, assembly, private labelling, field service and warranty. Embrace end-to-end functionality that enables you to boost performance and deliver beyond customer expectations.



Catering for multi-site, multi-company and multi-currency environments, Embrace encompasses everything from inventory and warehouse management to financials, multi-channel sales orders, purchasing and value added services. Backed by decades of industry expertise and continually enhanced with the latest innovations, the Embrace sales and distribution business solution is designed to help distributors modernise, innovate and drive competitive differentiation.

Our Approach

Selecting an ERP solution that best fits your unique business requirements includes evaluating the service requirements that go hand in hand with deploying an optimised solution. ACS-Embrace ticks all the boxes, going beyond solutions, offering a variety of services to assist you as and when necessary. Dedicated, experienced and expert teams assist with every phase of the project, from the ERP investigation and purchasing cycle, through implementation, training and go-live to ongoing system support.

We believe that Service is the most powerful differentiating factor for businesses today and have aligned our team strategy to meet the demands and challenges in an ever-changing IT and ERP environment, ensuring that we deliver Service Beyond Excellence!

“Embrace has strong landed costing capabilities allowing us to track the progress of imports and capture all related costs. Detailed costing information, including tariffs and surcharges enables us to accurately capture all shipping and freight costs.”

**Keith Currin - Purchasing Manager
Equipment Spare Parts Africa (ESPSA)**

Sell smarter and deliver exceptional customer service.

Keep track of all customer interactions and identify up-sell, cross-sell and renewal opportunities throughout your sales cycle. Prioritise sales leads based on revenue potential.

Stay ahead of the innovation curve by embracing opportunities provided by new and emerging technologies that enable you to address strategic priorities.

Embrace the future of selling - Enable smarter selling with readily available insights.

Improve sales with better selling experiences and accelerate the buying process. Create a complete view of every customer and every opportunity with automatic monitoring of customer activity.

Improve your sales strategy and stay one step ahead with real-time predictive analytics.

Save time and improve accuracy by enabling a seamless and automated configuration of quotes and contracts. Individualise quotes with customer-specific pricing. Leverage AI-powered guided selling to protect profits and margins.

Empower sales teams by providing them with access to the data they need, in one place, available anytime and anywhere. This enables them to make every interaction count and make quick, confident decisions along every step of the sales cycle.



Faced with managing globalisation and cost-cutting challenges in today's competitive business environment, companies need the ability to improve complex sales and distribution processes. These include quotations, sales orders, stock allocations, delivery and invoicing. Sales orders can include stock items, unique custom configured items, non-stocked items, buy-out items, made-up kits and services.

Embrace enables companies to streamline and automate the complete sales and distribution function of their business and ensure they have the right product, at the right price, in the right place.

Manage global business with ease, with comprehensive multi-currency features.

Transform marketing, personalisation and customer loyalty by segmenting your customer base and those individuals within the base who interact with you. Focus on improving relationships with your most profitable customers, and take insight-driven action to improve business operations with your least profitable customers.

Act quickly on sales related enquiries, process payments and manage service requests to meet the changing needs of your customers.

Embrace enables the most agile, efficient, effective and lean distribution operations, by providing real-time visibility, comprehensive reporting, with product distribution requirements driven by forecasts, sales and service demand or inventory re-order points.

The extensive and powerful tools embedded in the Embrace Sales and Distribution software suite provide a comprehensive, integrated solution that will drive down costs and boost profits and cash flow.

Forecasting

Embrace Forecasting is a flexible, database-driven budgeting, forecasting and planning tool, which is fully integrated to give full control over the accuracy, completeness and timeliness of the budgeting process and enables planners to create forecasts and perform what-if analysis.

Multi-Currency

Sophisticated currency management and seamless transactions in any number of currencies ensures your competitive edge in a global economy. Maintain branches, general ledgers and cashbooks in other currencies with automated consolidation to the standard currency of the enterprise.

Price Book

Increase profit margins by effectively managing pricing based on different types of customers, suppliers and currencies. Set prices globally or at a company level and benefit from unlimited costing and pricing scenarios. Multiple selling price lists, with visible and invisible discounts provide flexibility in the pricing structures.

Customer Relationship Management (CRM)

Organise, automate and synchronise all business processes. Dramatically increase productivity by helping to quickly identify premium sales opportunities, manage the sales cycle from start to finish, and constantly nurture the company's most valuable asset – existing customers.

"Embrace enables us to receive and process thousands of orders per day with maximum speed and efficiency. 70% of all transactions, invoicing and price updates are done electronically. This means fast and accurate flow of information at a fraction of the cost!"

Embrace has enabled our company to grow sales without growing costs."

Jaco Kriel - CEO - Agrinet



Sales Orders

Act immediately to improve sales, service and marketing effectiveness. Maintain extensive customer information, create quotations quickly, convert them to sales orders seamlessly and be responsive to your customers, to ensure customer retention and loyalty.

Point of Sale (POS)

Complex pricing and discount matrixes are supported, including discounts or price lists per customer, quantity discounts, as well as promotional prices or specials set up to commence at a specified date and time. These are automatically applied, ensuring pricing accuracy at the POS. This improves customer trust, customer relationships and the bottom line.

Gain improved levels of efficiency in order management. Reduce the time spent on order administration, status checks and resolution of late or lost shipments. Embrace increased sales and deliver standout customer service.

Counter Sales

The powerful Embrace Cashier Receipting system enables cashiers to receive over the counter payments for cash sales. Even in the standalone cashier mode, extensive functionality allows cash book functions from within the cashier system, while still being able to access sales, service and debtors transactions for immediate payment and credit availability.

Telesales

Provide telesales teams with all the client contact information, sales history and real-time pricing required to make profitable sales. Input orders with minimal keystrokes for speedy processing. The integrated pricing and promotions matrix enables up-selling and price negotiation, while ensuring that acceptable margins are achieved.

Shipping

Meet shipping requirements on time, every time and at the most economical cost. Efficiently manage multiple purchase orders from local or overseas suppliers. Receipting can be handled by shipment or by container and includes full costing, with both bottom up and top down allocation of charges. Allocate charges based on value, weight or volume.



Features and Benefits

- ◆ Accurately track true product costs
- ◆ Track shipment arrival dates
- ◆ Good Received Note (GRN) system to trace element costs for accurate invoice matching
- ◆ Cross reference backorders with incoming shipments for improved customer service
- ◆ Accurate margin tracking and analysis

Landed Cost Tracking

Determine the actual cost of your inventory. Track shipments and identify all cost elements associated with imported goods, including tariffs, surcharges, storage and exchange rates for accurate landed costs. Make informed purchasing decisions.

Return Merchandise Authorisation

Control the return or exchange of items sold to customers, easily and efficiently with full visibility and tracking of the item until the transaction is concluded. Verify price, quantity purchased and warranty date to improve accuracy.

E-Commerce

Extend your businesses reach with an integrated self-service E-Commerce platform which seamlessly provides integrated online trading. Online payment and shipping interfaces help deliver a world-class user experience and promotes online business growth.



Optimise demand to delivery operations and accelerate time to market.

Embrace provides a scalable infrastructure and integrated system environment with an unparalleled breadth and depth of functionality to enable sales and distribution companies to optimise demand to delivery, accelerate time to market, stay ahead of the competition and deliver exceptional customer service.

Improve operational efficiencies by implementing standardised business processes that eliminate repetitive, manual administrative tasks and enhance performance monitoring.

Retain and reach new markets with a streamlined ordering process that enables a fast order-entry process with product recommendations, non-stock and special order options and optimised counter sales. Sales orders can be placed in any unit of measure, including variable mass and variable length products.

Manage complex pricing requirements with ease, including matrix pricing, customer discounts, quantity breaks, packaging breaks, contract pricing, and special pricing agreements.

“Apart from improving the overall running of the business, Embrace has also had a major impact on the overall management of the business and has enabled us to meet customer needs and deliver dedicated customer service!”

Embrace helps ensure that we maintain adequate stock to supply the right material for an application at the right price, without sacrificing quality and performance for the end user.”

Pranesh Maniraj - Managing Director
Astore Keymak (Member of the Hudaco Group)



Business Benefits

- Measure gross profit by product and product line
- Increase return on human capital
- Reduce spend on suppliers, commodities and purchasing

The flexibility of sales orders fulfilment allows orders to be fulfilled from multiple locations, whilst recognising the sales revenue in the original sales branch.

Delivery trip sheets enable the physical tracking of deliveries and provide a detailed proof of delivery (POD).

Delivery planning and routing is available including the scanning of orders onto routes or trucks and the printing of associated waybills. Collection Notes are used to manage the upliftment of stock from customers where returns are to be processed.

Embrace - your all-in-one sales and distribution solution!



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