

Inventory, Ledger & Distribution Alignment



Executive summary

A food and beverage manufacturer with regional distribution challenges required better inventory controls, clearer sales and cash reporting, and better integration between financial systems and warehouse operations. Implemented a tailored inventory, ledger and distribution module customisation that halved process friction and delivered over 25% improvement in information management and process cost metrics.

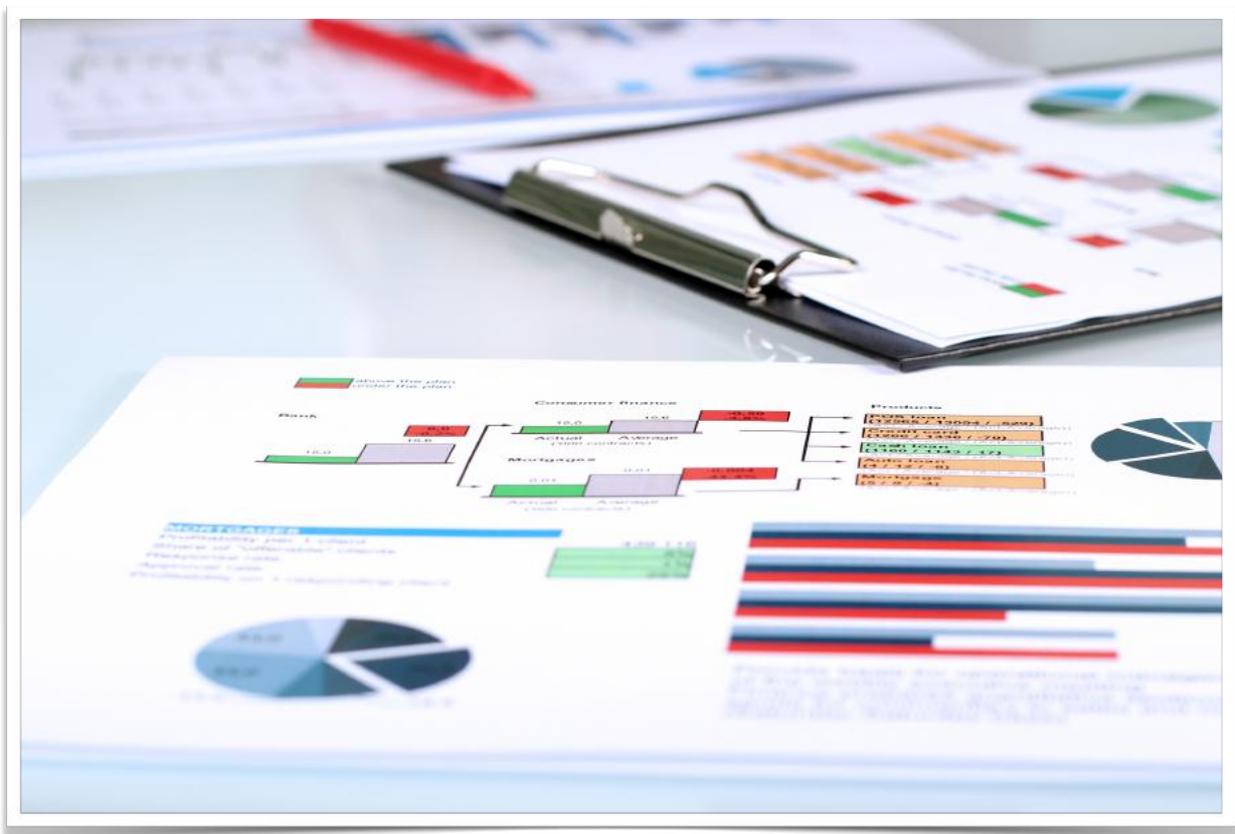


Typical problem faced by manufacturers and distributors

Manufacturers that manage direct distribution commonly experience:

- Weak integration between financial ledgers and operational stock systems, causing reconciliation delays.
- Manual handling of sales orders and payments that increases error rates and delays cash collection.
- Limited analytical capability to forecast seasonal demand or monitor distributor performance.

These gaps create working capital pressure and obscure where to prioritise investments in IT or process change.



Approach: Business and Technical

1. Business process capture and financial alignment

- Map order-to-cash and inventory transactions end-to-end, identify mismatches between warehouse receipts and ledger entries.
- Work with finance to establish a reconciliation cadence and rules to eliminate routine exceptions.

2. System customisation and local optimisation

- Lead the specification and customisation of existing ERP/WMS modules to ensure the system records both inventory and financial events in a synchronised way.
- Implement security checkpoints and role-based controls to prevent unauthorised ledger adjustments and allow for audits.

3. Data tools for reporting and analysis

- Build simple analytical extracts to monitor inventory turnover, ageing debt, and distributor performance. Design for non-technical business users and include exception lists for daily operational checks.

4. Training and operational handover

- Deliver short, role-based training sessions for warehouse supervisors, accounts receivable staff and regional sales teams.
- Create a light governance framework to ensure controls are sustained after the engagement.

Outcome: Business-Facing & Technical

- The intervention produced over 25% improvement in information management and reduced process costs, driven by the automation of reconciliations and the elimination of duplicate manual work.
- Cash collection cycle improved because invoices were posted consistently and earlier, improving working capital visibility.
- Warehouse operations gained immediate visibility of stock at retail channels and could better manage replenishment and promotional demand.
- The client retained higher confidence in financial reporting and reduced the burden on accounts teams during month-end close.

“The Result was an efficient alignment of production, storage and distribution of our product based on data analysis and correct demand projections”

- Edgar Vargas (CFO)

