



Percipere helps O'Reilly's Wholesale Enhance Efficiency and Get Set for Growth with SAP S/4HANA® Cloud Public Edition and PerciScan

Company Name: O'Reilly's Wholesale

Website: oreillyswholesale.com

Industry: FMCG wholesale distributor

Headquarters: Northern Ireland

Employees: 140



O'Reilly's is a leading wholesale distributor. It serves a range of FMCG goods, from confectionery to personal care items, to supermarkets and other retailers across Northern Ireland, the Republic of Ireland, and the UK.

Challenges:

Outdated systems and manual processes were limiting the company's growth and expansion into new markets:

- Existing system couldn't scale with the business growth or integrate efficiently with large vendors' systems.
- Problems with invoicing, processing orders efficiently and integrating them with the supply chain.
- Using Excel sheets for managing procurement and rebate processes.
- O'Reillys distributors couldn't pay on the system, and missing payments had to be identified and chased manually, which was impacting cash flow.



Why O'Reillys Chose Percipere:

- Experts in implementing ERP into food distribution and supply chain organisations.
- Own IP for warehouse: PerciScan to boost warehouse efficiency.
- Provided extensive support to build the business case and bring the stakeholders on board with the project.

The Solutions

SAP S/4HANA Cloud Public Edition

- Improved efficiency and cost savings and supports data-driven decisions.
- Advanced procurement and sales integration: automates processes and optimizes the purchase lifecycle.
- Handles high transaction volumes, ensuring traceability, and accommodating complex pricing and rebates, streamlining operations.
- Integrates with large enterprise suppliers, enabling data exchange and collaboration, saving time and reducing errors.

SAP Business Technology Platform (BTP)

- Leveraging SAP Integration Suite to communicate with CRM, Web Order systems & Point of Sale systems
- Process automation for bank statement reprocessing and claims management.

PerciScan Warehouse Scanning App (Percipere's own IP)

- Percipere's own solution to streamline warehouse operations
- Effectively track and manage inbound and outbound logistics.
- Cloud-native and mobile-first inventory scanning application

Expected Benefits:

An integrated, scalable solution to enable strategic growth and improve efficiency in procurement, sales, and rebate management:



More efficient management of rebate agreements and calculations.



Optimised purchase lifecycle that incorporates a **3-way match** with key suppliers.



Automate and streamline processes to **minimise manual**, administrative tasks



Enhanced **integration of sales orders** with supply chain operations.



I know we're in good hands with Percipere because they have so many happy customers in the FMCG, warehousing and distribution sectors. They engaged our whole team, simplifying complex tech concepts for everyone to understand, which was crucial in getting our key stakeholders on board with this cloud ERP transformation project.

Grace O'Reilly, Digital Transformation Consultant at O'Reillys Wholesale



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