

How outsourcing can create value in the face of shrinking margins

Streamline business operations and reduce costs:

To run a cost-effective business, distributors need to automate critical business processes that will help enhance efficiency, minimise inventory levels and eliminate waste.

Enhance supplier and customer relationships:

Distributors live and die by the service levels they can provide. They must maintain excellent relationships with their customers and suppliers. A CRM system is a great tool to help achieve this.

Free up capital:

By shifting the substantial capital expenditure on IT to a stable monthly operational cost with none of the financial risk, businesses can gain some breathing room to invest strategically for enhanced competitive advantage.

Leverage 'green' credentials and adapt to new regulation:

Distributors are seizing the opportunity to go green, using software that helps monitor environmental sustainability efforts. Companies are looking more to their overall operations and ways to strengthen their brand by distinguishing themselves on environmental attributes. As future environmental regulations look likely to become an ever more prominent feature of business compliance, early preparation will provide an advantage.

Robust business continuity:

Failure to deliver on time is not an option. Outsourcing ensures business continuity plans are in place for

complete peace of mind for your customers.

Technology innovation at the heart of your business:

An expertly managed business technology means an agile IT strategy poised to react quickly to market or business developments. Objective IT expertise can direct your business strategy to adopt leading edge business technologies that can release new value for your organisation.

Respond to changing customer expectation:

Creating transparency through the value chain, responding to new expectations of visible working practices and ensuring accessibility, are an essential means of protecting and retaining client relationships and leveraging the overall client experience.

Automate processes:

Visibility from manufacturers through to customers is driving the need for order automation. A distributor must stock products from hundreds of suppliers creating the need for product information and electronic orders.

Objective strategic insight:

Working with objective experts who understand the specific pressures of your industry can allow you to get some clarity on your current strategy without the burden of internal politics and agendas.

At Acora we focus on outcomes, not incomes.

Acora delivers outsourced IT services to visionary mid-market business leaders who need strategic agility without the shackles of high-risk IT. We provide the freedom to flex further, and adapt faster – fully supported by an expertly managed, outcomes-focused IT strategy. Because true service is about flexibility, we meet our clients' ever-changing strategic needs with outsourcing services delivered at whatever level feels right for them. When our clients talk, we listen. No error, no confusion. Just singular, dynamic service that drives new business value at every level in a new and uncertain economy.

Further information



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