ERP for Wholesale Distribution: B2B Integration Training Course

Professional Development Training Course Outline

Category	Enterprise Resource Planning (ERP)	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s dynamic wholesale distribution landscape, enterprises face unprecedented challenges in streamlining operations, enhancing supply chain efficiency, and integrating with business partners digitally. Our ERP for Wholesale Distribution: B2B Integration training course equips professionals with the expertise to leverage cutting-edge ERP systems, enabling seamless B2B connectivity, real-time inventory management, and robust data-driven decision making. By integrating advanced ERP functionalities, organizations can accelerate order processing, reduce operational costs, and foster scalable growth in a competitive marketplace.

ERP for Wholesale Distribution: B2B Integration Training Course is designed for professionals aiming to transform wholesale operations through automation, digital collaboration, and supply chain optimization. Participants will gain practical insights into ERP deployment strategies, partner integration workflows, and best practices in wholesale B2B management. With a combination of hands-on exercises, real-life case studies, and interactive learning modules, this course ensures that attendees not only understand the theory but can also implement ERP solutions effectively, driving measurable business outcomes.

Programme Curriculum

ERP for Wholesale Distribution: B2B Integration Training Course

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Course Duration

5 days

Course Objectives

1. Master ERP fundamentals for wholesale distribution and B2B integration.
2. Understand supply chain automation for enhanced operational efficiency.
3. Implement real-time inventory management across multiple channels.
4. Optimize order-to-cash processes using ERP workflows.
5. Integrate partner portals for seamless B2B collaboration.
6. Leverage data analytics and reporting for strategic decision-making.
7. Ensure ERP system compliance with industry regulations.
8. Enhance customer relationship management through integrated ERP solutions.
9. Develop procurement and vendor management skills with ERP tools.
10. Apply best practices in warehouse management and logistics.
11. Implement digital transformation strategies for wholesale operations.
12. Analyze ERP case studies from leading distribution companies.
13. Gain hands-on experience with ERP modules, dashboards, and automation tools.

Target Audience

1. ERP Project Managers
2. Supply Chain Professionals
3. Wholesale Distribution Executives
4. Operations Managers
5. IT Consultants and System Integrators
6. Business Analysts
7. Procurement and Inventory Managers
8. Digital Transformation Leads

Course Modules

Module 1: Introduction to ERP for Wholesale Distribution

- Overview of ERP systems in B2B wholesale
- Key features and functionalities for distributors
- ERP adoption challenges and solutions
- Case Study: Leading distributor streamlines operations with ERP
- Trends in ERP technology and integration

Module 2: Supply Chain and Inventory Management

- Real-time inventory tracking
- Demand forecasting and replenishment strategies
- Supplier and vendor integration
- Case Study: Inventory optimization reduces stockouts by 40%
- Automation tools in warehouse operations

Module 3: B2B Integration and Partner Portals

- Connecting with suppliers and customers digitally
- Data exchange protocols
- Securing B2B transactions
- Case Study: Multi-channel distributor implements partner portal
- Performance monitoring and reporting dashboards

Module 4: Order-to-Cash Process Automation

- Sales order management workflow
- Credit and invoicing automation
- ERP-driven pricing strategies
- Case Study: ERP reduces order processing time by 50%
- Integrating payment gateways

Module 5: Procurement and Vendor Management

- Supplier selection and evaluation
- Automated procurement workflows
- Contract and purchase order management
- Case Study: Vendor collaboration enhances procurement efficiency
- KPI tracking for vendor performance

Module 6: Analytics, Reporting, and Business Intelligence

- Generating actionable reports from ERP data
- Dashboard creation for executives
- Predictive analytics for demand planning
- Case Study: Data-driven decision making boosts revenue
- Integration with BI tools

Module 7: ERP Implementation Best Practices

- Change management and training strategies
- Data migration and system configuration
- Testing and Go-live preparation
- Case Study: Successful ERP rollout in a wholesale distributor
- Post-implementation support and optimization

Module 8: Digital Transformation in Wholesale Distribution

- Role of ERP in digital transformation
- Automating supply chain and sales processes
- Emerging trends in wholesale ERP solutions
- Case Study: Digital transformation drives growth and efficiency

- Future roadmap for ERP adoption

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com