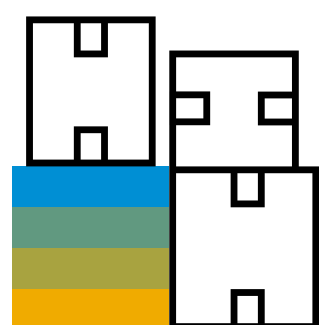


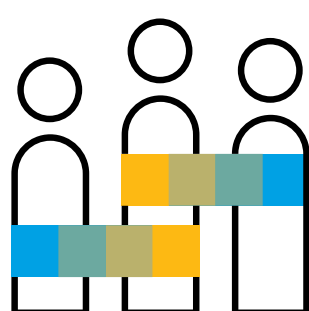
How Growing Wholesale Distributors Drive Differentiation with Intelligent Capabilities



Worldwide, midsize wholesale distributors are facing disruptions that are fundamentally challenging how they run and grow.



Shifting market dynamics demand broader portfolios of products and services.

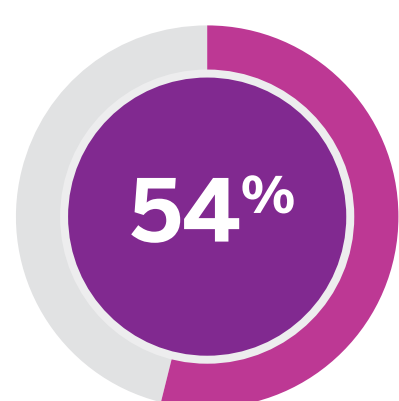


New sources of competition require the ability to appeal to a new set of customers.

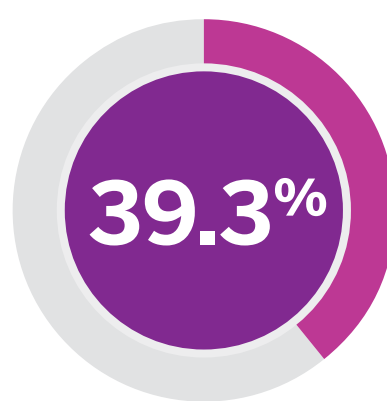


New talent management models are required to acquire, develop, and retain the right skills.

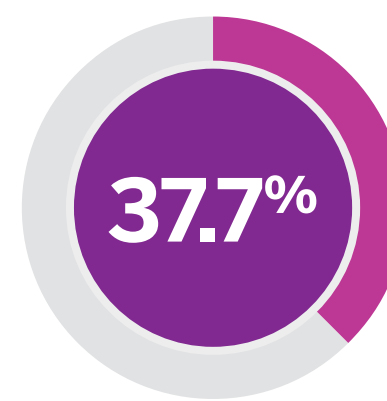
A global IDC study of nearly 2,000 midsize companies reveals that the best-run midsize wholesale distributors are integrating technology into their organization to overcome these significant obstacles to long-term growth . . .



Augment their workforce with **appropriate skills and talent**



Focus on the establishment of **financial controls and practices**



Put their business on a path of **appropriate strategic direction and strategy**

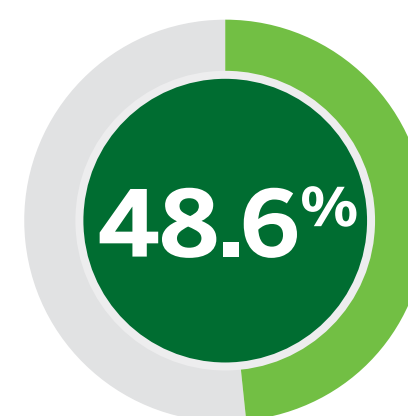
. . . and are using data to support their business goals.*



Improve customer service



Improve access to employee data



Generate additional revenue streams

* "Becoming a Best-Run Midsize Wholesale Distributor: Intelligent Capabilities Drive Differentiation," IDC InfoBrief sponsored by SAP, June 2019.