TOTVS

Distribution and Logistics

Agility to Processes | Data Security | Integrated Solution

In order to meet current needs of a competitive market in which effectiveness and productivity must be in every stage, TOTVS developed a series of solutions regarding the segment Distribution and Logistics.

In accordance with current technologies and expectations, TOTVS products and services support the management of logistic processes, anticipate and solve challenges in logistic chains, tracking globalization enhancement, growing costs and increase of products and employees in chains.

TOTVS understands management maturity cycles of each company and delivers solutions that ensure the return of investment of its customers, with the lowest TCO (Total Cost of Ownership) of the marker.

Sub segments

Wholesaler and Distributor

The solutions maximize services and relationship with customers, increasing profitable growth, with information in real time, and enhance performance of operations in the entire supply chain.

Shipper

In this market, TOTVS solutions help the company to improve supply, distribution, transportation and promotion areas, responding to changes in demand while reducing the cost of integration in the logistic operation.

Customs Warehouse

With TOTVS solutions, the company is capable of meeting effective legislative needs, required by RFB (Federal Revenue of Brazil) and Consenting Bodies, besides reinforcing the performance of the entire operation in warehousing, customs clearance and all aggregate services.

Carrier

TOTVS solution increase freight productivity, allowing carriers to allocate vehicles according to the real business need, increasing the possibility of freight-return and reducing the transportation cost.

Logistic Operator

Solutions that maximize service portfolio and customer service and relationship drive profitable growth and enhance performance of operations in warehousing, transfer, maintenance and distribution.

TOTVS Solutions

ERP Back Office	WMS	Maintenance of assets and installations	Goal Management
SCM	Shipper Freight	TOTVS Business Analytics	Discounts and Bonus
Tax	TOTVS | ECM	Legal department	Stock Optimization
HR - Human Capital Management	Fleets	Mobility	Sales Forecast
Foreign Trade	TMS	Sales Force Automation	Intelligent Distributor
CRM	SARA	Commercial Management with Mobile Devices	Collaboration
OMS	SIP	Map-based Sales Management (GEO)	Marketplace

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Results

- Reduction of costs due to consolidation of expenses with supplies and expenses spent to promote their products
- Control of suppliers' performance
- Increase of turnover and improvement of inventories
- Planning and distribution according to demand
- Sales management integrated with the planning of supply chain, storage and transportation
- Improvement in distribution, sales forecast and planning
- To optimize the integration with business partners and clients
- Consolidation of brand with the market
- Elimination of duplicated work and higher traceability via process integration and improvement
- Improved service level index and customer service
- Improved cost and profitability management
- Improved decision-making agility via management indicators and flexible trade rules

Facts

Over **1,700 customers** in the **Retail and Distribution** subsegment

Over **600 transport carriers** serviced with our solutions

Over **44%** of **Customs Warehouse** subsegment customers are road freight carriers (TRC)

About TOTVS

Absolute leader in Brazil with 48.6% market share*, and also in Latin America with 34.5%, TOTVS is a company of software, innovation, relationship and support to management. The word TOTVS comes from Latin and means everything, everyone; that is an appropriate name for a company that operates in 10 segments and provides solutions for companies of all sizes and types, in three business segments: software, technology, and services (infrastructure, BPO, education and Service Desk). TOTVS has been operating for 26 years. It was the first company of the sector to go public in Latin America. Currently, the company is present in 23 countries, has over 26 thousand active customers and 9 thousand employees.

* Source: Gartner - All Software Markets, Worldwide, 2010.

Software(SaaS) | Technology | Services

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www.totvs.com

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