

ERP MODERNIZATION SERIES | PART 1

Why We Consolidated Three Logistics Channels Before Touching the ERP

Architecture Decision-Making for Mid-Market Distributors

E

Ed Hitchcock
ERP Modernization Consulting
SupplyTech Solutions

supplytechsolutions.ai

Three Disconnected Systems. One Broken Operation.



No single view of carrier capacity. No unified load lifecycle.



Specialty Hardware Distributor. 4 regional DCs. ~1,200 accounts.

Order of Operations Matters.

X MODERNIZE ERP FIRST

1. Upgrade ERP
2. Now feed it from 3 disconnected sources
3. Reconcile mismatches from 3 formats
4. Build custom integrations per source
5. Bad data goes in — bad decisions come out

Garbage in, garbage out.
Shiny ERP. Same messy data.

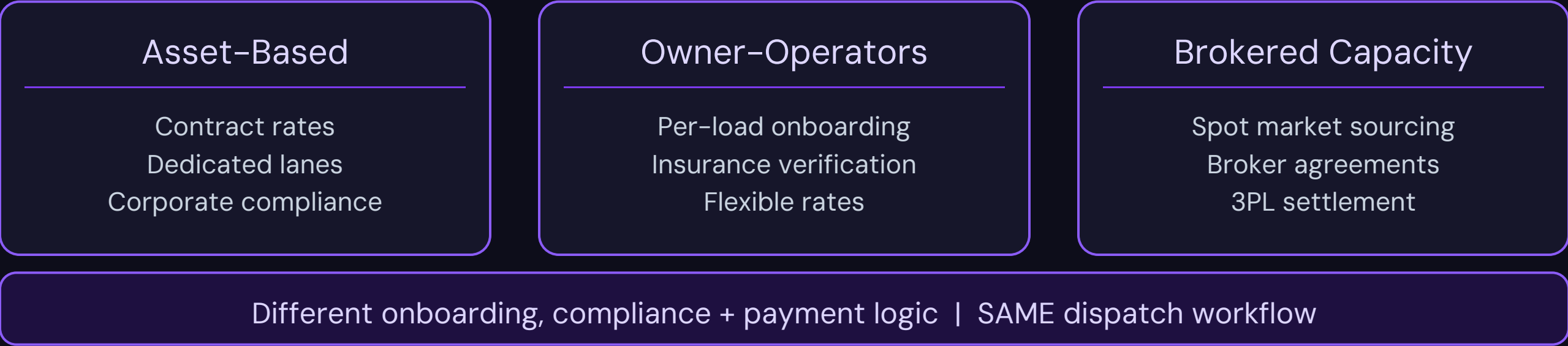
+ CONSOLIDATE FIRST

1. Unify 3 logistics channels
2. Standardize load lifecycle
3. Single clean data model emerges
4. ERP integration is 3 clean events
5. Modern ERP runs on trusted data

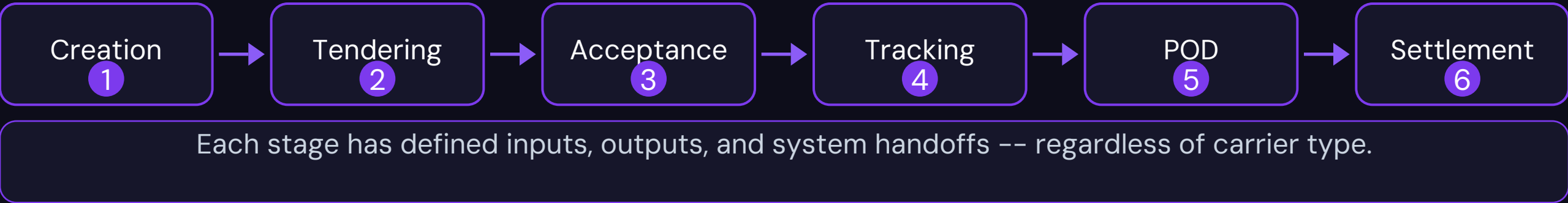
Stabilize the data first.
Then modernize the system.

If you modernize first, you're feeding a modern ERP from 3 disconnected sources.

One Dispatch Interface. Three Carrier Types. One Lifecycle.



UNIFIED LOAD LIFECYCLE

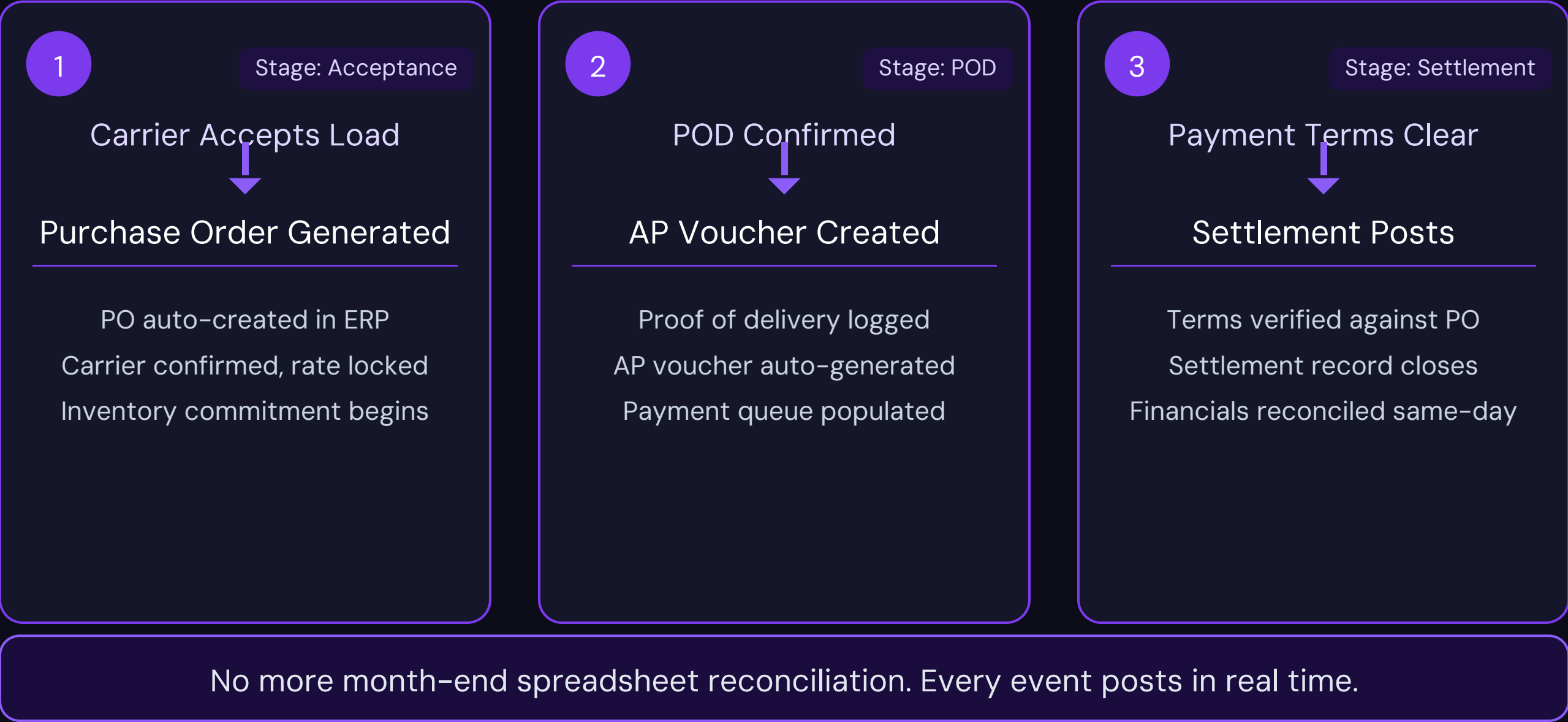


Event-Driven, Not Batch Monthly.

Three clean triggers. Three automatic outcomes.

OLD WAY: Monthly batch reconciliation

NEW WAY: Real-time event triggers



From Manual Chaos to System-Handled Handoffs.

~15 hrs/wk

manual coordination
eliminated

Same-day

financial posting
vs. 30-45 day lag

Zero

custom ERP
modifications

- ◆ Carrier onboarding, compliance, and payment logic standardized per type
- ◆ Clean event-driven data model eliminates reconciliation lag
- ◆ ERP integration reduced to 3 well-defined trigger points
- ◆ Foundation in place for supply chain analytics and forecasting

"Stabilize the data before you modernize the system that depends on it."

For distributors with complex carrier networks planning ERP modernization.
The architecture decisions you make before implementation define your data quality for
years.

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