
Wholesale distribution / White paper

From order to cash: a clearer operating picture

An evaluation framework based on KIVU capabilities. Confirm configuration, local coverage and service scope in your proposal.

The business problem

A customer wants an order update. Sales, the warehouse, purchasing and finance each hold part of the answer. Evaluate one connected investigation rather than four isolated screen demonstrations.

The connected workflow

- 01 Review physical stock, available quantities, allocations, backorders and inbound purchase orders.
- 02 Follow the customer document, fulfilment readiness and recurring invoice dispatch where applicable.
- 03 Apply a receipt to the customer balance and review exceptions through Data Explorer and financial reporting.

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Where the KIVU team helps

The team can help map the process, prepare agreed data, configure workflows, train users and build relevant reports. Migration, cleanup, integrations and ongoing responsibilities are scoped before work starts.

What to validate in a pilot

Measure response time for an order-status question, unapplied receipts and unresolved inventory or purchasing exceptions. Validate shipping, channel and warehouse interfaces explicitly.

Record the baseline first. Compare time spent, unresolved exceptions and reconciliation differences using the same transaction sample. Validate results before making a savings claim.

Requirements to confirm

Confirm permissions, accounting mappings, transaction volumes, entity structure, local requirements and specialist systems in a representative demonstration. KIVU does not remove every external service or industry-specific requirement.

See this workflow in KIVU.

Bring one representative transaction and a report you use today. Evaluate how the work, controls and financial reporting connect.

Book a demo