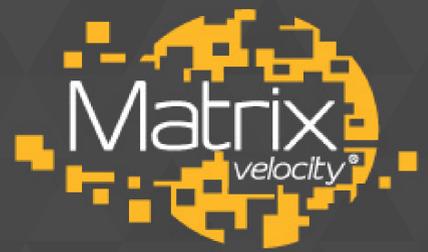


# Common Supply Chain Management Issues



## Disruptions

Wherever your industry lies, disruptions will occur at some point within your business operations. Consider the benefits of each department involved in your supply chain process being equipped to respond to these disruptions. Or, imagine the positive impact increased insight could have on mitigating issues quickly.

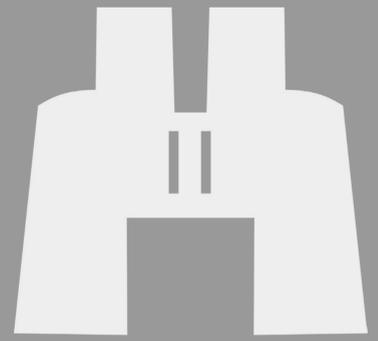


## Unpredictable Demand

Without a supply chain management software solution in place, you run into the problem of demand uncertainty. Due to this, demand and operations planning, for both short and long terms, have become essential to successful growth for your business.

## Sales Visibility

If your sales team members are lacking visibility into orders, shipments, transportation, and more, you're putting your business at a great disadvantage. This lack of insight and organization could produce a loss in sales for your company.



## Inventory Visibility

Staying on the topic of visibility, a lack of insight into your inventory can affect the flow and success of your overall operations. For example, if your team did not have visibility into certain inventory shortages, then their ability to fulfill specific orders would be negatively impacted.

## Too Many Applications

Another challenge to acknowledge is managing your supply chain management operations in a variety of applications. Although this is a great initiative in organizing operations and achieving visibility, too many applications create too many moving parts that may lead to disruptions for employees and processes.



## Customer Service

Looking at the five challenges previously discussed, we must point out that each can have a poor impact on your customer service. If you seek to increase sales and create more satisfaction amongst your current and new customers, you must take the time to improve your supply chain operations and gain full insight into the entire cycle of each of your engagements.



Matrix Velocity by Dataflo Consulting is a Salesforce CRM plug-in that solves your most challenging supply chain management issues. Manage order fulfillment, inventory, invoicing, and more from one place, with one login, to successfully deliver complete visibility into all of your opportunities.

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