

divalto

**STOP RUNNING
IN CIRCLES**

divalto **business**

ERP SOFTWARE
A 360° VIEW
OF YOUR BUSINESS

ICONIC!
WWW.DIVALTO.COM

DIVALTO BUSINESS

**BUILT FOR WHOLESALE
DISTRIBUTORS AND SUPPLIERS
OPERATING IN OMNICHANNEL
ENVIRONMENTS**



Wholesale distribution



Industrial and construction
supplies



Machinery and equipment



Building and DIY materials



Medical devices and
pharmaceuticals



Purchasing groups and
intermediaries



Agricultural equipment

A 360° VIEW OF YOUR BUSINESS

Anticipate inventory shortages, protect your margins, and deliver faster. Everything becomes clearer when your business flows speak the same language and operate in perfect sync.

Divalto business, an ERP purpose-built for B2B wholesale distribution, creates a virtuous circle between inventory, orders, pricing, and customer relationships, ensuring seamless operations from quote to delivery.

More accuracy. More speed. More performance. Take your business to the next level and make it "**iconic**".

AN ERP

DESIGNED FOR WHOLESALE DISTRIBUTION

Managing thousands of SKUs? Continuously adapting pricing to customer segments, volumes, and market conditions? Coordinating multiple sales channels while maintaining tight control over logistics and inventory?

Divalto business empowers distributors, wholesalers, and manufacturer-wholesalers to scale efficiently while strengthening customer loyalty.

MASTER OMNICHANNEL DISTRIBUTION

Today's customers expect to order anytime, anywhere: at the counter, in-store, through sales reps, online, or via partners.

Omnichannel distribution requires full control of operations, unified inventory visibility, and real-time data synchronisation.

OPTIMISE YOUR SUPPLY CHAIN

To meet increasingly demanding lead times, you need **reliable, responsive processes** to control procurement, inventory,

and transportation with precision. The result: lower costs and higher customer satisfaction.

MASTER PRICING & BOOST SALES PERFORMANCE

In a highly competitive, margin-driven market, distributors must manage **purchasing conditions, pricing, discounts, and commercial agreements** with precision. Real-time visibility into costs, pricing, and profitability is essential to stay agile and competitive.

In B2B distribution, performance depends on mastering complexity.
With **Divalto business and AI**, it becomes your competitive advantage.



AN AI-POWERED ERP BUILT FOR EVERYDAY OPERATIONS



STREAMLINED MULTI-SITE MANAGEMENT

Whether you manage **multiple branches, stores, or legal entities**, Divalto business relies on a centralised product repository while supporting entity-specific accounting and analytics.

Native inter-branch flow management simplifies inventory transfers and coordination across your organisation. Integrated POS capabilities ensure efficient counter sales with **full traceability and a seamless user experience**.

FLEXIBLE, HIGH-PERFORMANCE LOGISTICS

Anticipate procurement needs with intelligent purchasing recommendations based on inventory levels, supplier lead times, and economic order quantities. Select the most relevant suppliers based on competitiveness, quality, and responsiveness to reduce shortages and ensure product availability.

The **built-in WMS** orchestrates warehouse operations to streamline workflows and boost productivity.

ADVANCED PRICING & MARGIN CONTROL

Easily manage product catalogues and pricing structures, including industry standards such as **FAB-DIS**. Handle complex pricing rules across customers, products, volumes, and business conditions at scale.

Track margins with precision using multiple valuation bases (purchase price, cost price, weighted average cost, dynamic pricing). **Divalto business** also handles mixed pricing and lets you define virtual margins to steer your sales force effectively.

ACCELERATE SALES & IMPROVE SERVICE LEVELS

Provide **real-time visibility** into product availability, substitutes, and cross-selling opportunities to secure every order. Integrated credit control helps reduce financial risk.

With **built-in CRM** and mobile capabilities, your sales teams stay efficient and effective in the field.

SMART PROCUREMENT MANAGEMENT

Take control of your procurement processes and secure product availability with **intelligent purchasing**.

Analyse sales history, inventory levels, and supplier lead times to generate **optimised replenishment recommendations**. Reduce stockouts, avoid overstocking, and strengthen purchasing power to achieve your **profitability targets**.

REAL-TIME INSIGHTS & DECISION SUPPORT

Gain full visibility into your operations with **real-time, reliable KPIs**.

Divalto business centralises your data to give you a clear view of:

- Margins
- Sales performance
- Inventory levels
- Supplier performance

Customisable dashboards enable you to anticipate trends, identify opportunities, and make informed decisions.

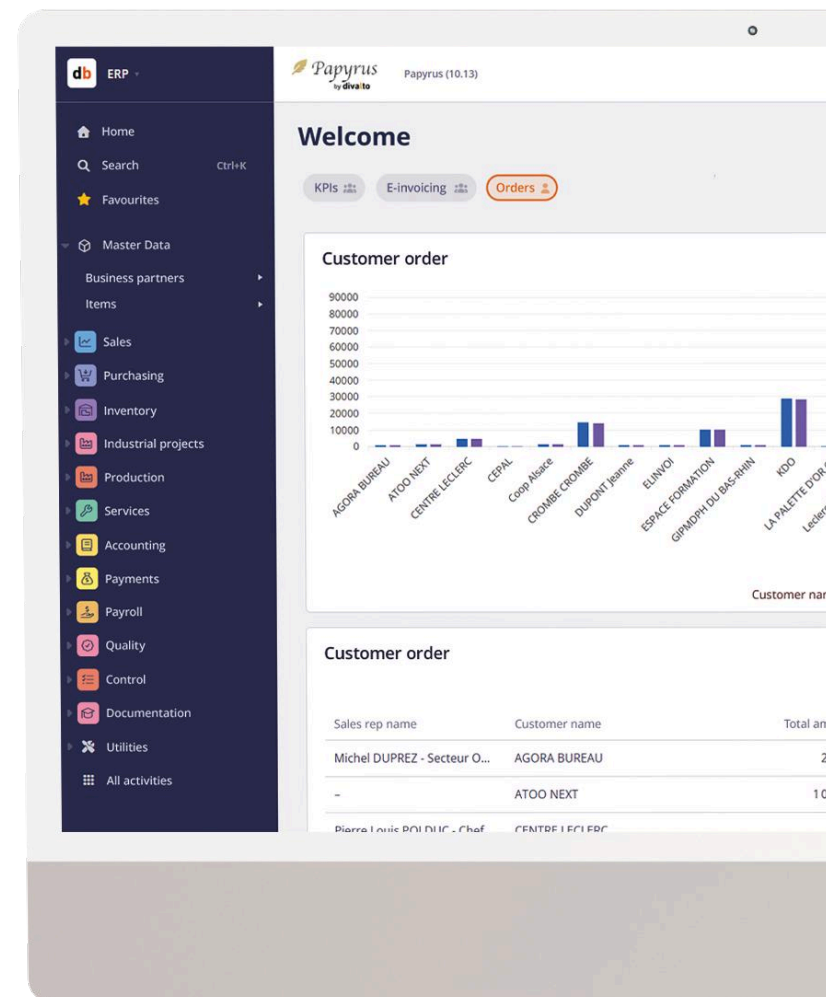
Embedded AI enhances responsiveness and supports smarter decision-making closer to operations.

A CONNECTED OMNICHANNEL CUSTOMER EXPERIENCE

Deliver a **seamless and consistent customer experience** across all sales channels.

Manage orders efficiently, whether from point of sale, e-commerce, or field sales, while ensuring accurate information on availability and delivery times.

With seamless system connectivity, your customers gain **autonomy and responsiveness**, driving satisfaction and loyalty.



AI THAT DRIVES COMMERCIAL PERFORMANCE

- Built-in AI assistant
- Automated content generation (summaries, descriptions, structuring)
- Actionable insights to support decision-making
- Smarter, faster operations

DISCOVER
DIVALTO AI
IN ACTION



THE CONNECTED ERP OPEN TO INNOVATION

THE ANSWER TO THE CHALLENGES OF MODERN WHOLESALE DISTRIBUTION

- Centralised data across all systems
- EDI, APIs, and web services for seamless interoperability
- Real-time control of sales, logistics, inventory, and performance
- Ready to unify all your sales channels

Integrates easily with best-in-class solutions:

- Product **configurators**
- **Marketing** and campaign tools
- **PIM / e-commerce platforms**
- **WMS, TMS, IoT, BI, and more**

ENSURE FULL DIGITAL CONTINUITY FROM YOUR WEBSITE TO YOUR WAREHOUSE TO YOUR POINT OF SALE.

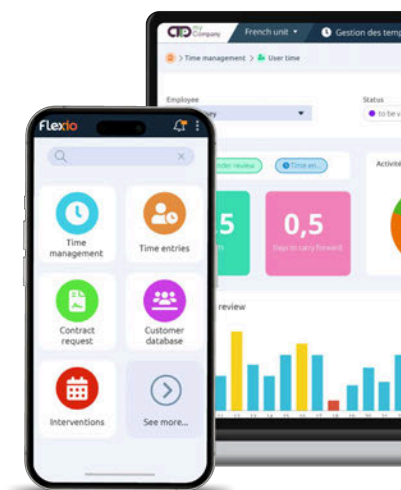
CUSTOM DASHBOARDS & BUILT-IN DATA VISUALISATION

- Real-time visibility with integrated **no-code** dataviz
- Build **dashboards** independently
- Track **KPIs** and manage performance at a glance

FLEXIO THE AI AND NO-CODE PLATFORM TO GO EVEN FURTHER IN DIGITALISING YOUR BUSINESS PROCESSES

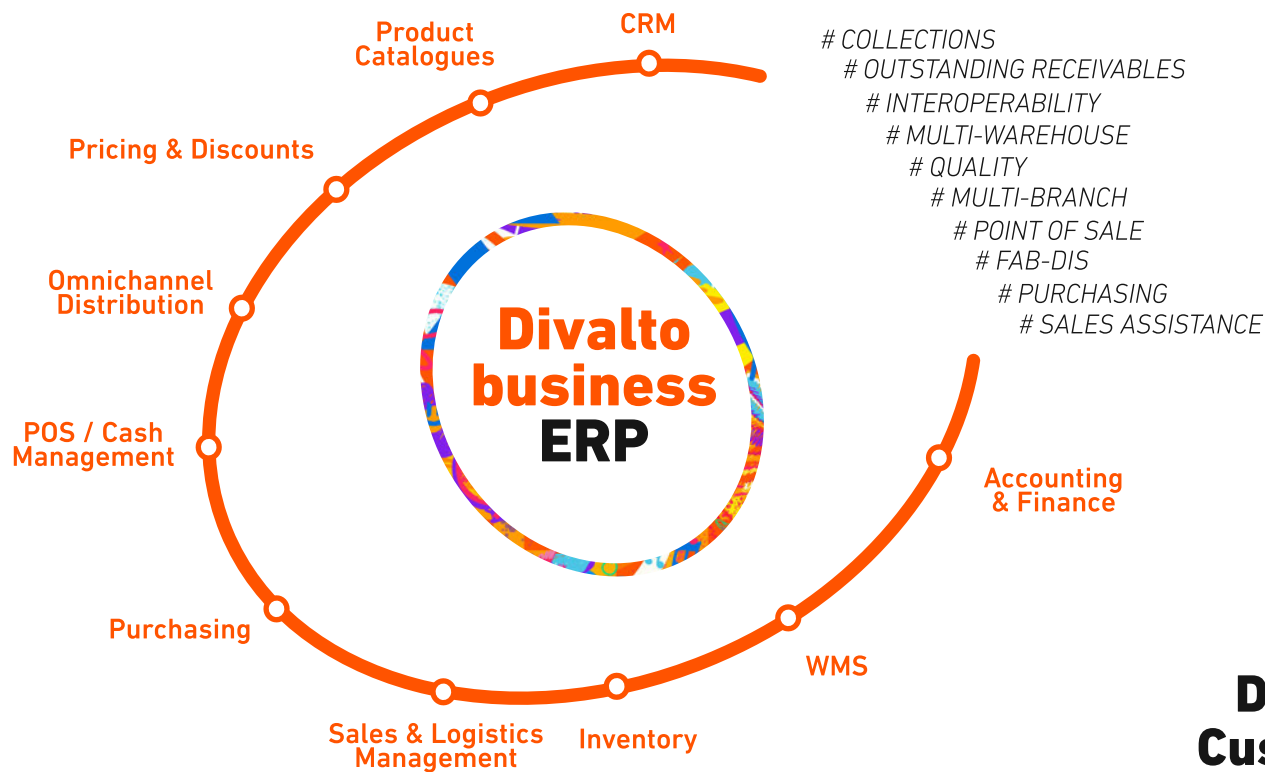
With Flexio, teams can quickly design and evolve their own business applications **without coding**.

Operations teams (maintenance, quality, production, HSE, etc.) gain **autonomy to build and improve tools** tailored to their needs.



THE WHOLESALE 4.0 SOFTWARE

COMPLETE FUNCTIONAL COVERAGE WITH AI TO MANAGE YOUR BUSINESS



Divalto business unifies Sales, Distribution channels, Logistics, Customer data to improve service levels and drive business performance.

INDUSTRY-SPECIFIC ERP

FEATURES

QUALITY

- Product and system quality (ISO 9001)
- Non-conformities and action plans (PDCA, 8D)
- Supplier rating and evaluation
- Inspection plans
- Cost of quality

CRM & SALES

- 360° customer view and segmentation
- Quotes and electronic signature
- Basket entry and order management
- Free-goods and commercial terms management
- Deliveries (delivery notes, partial, backorders)
- Customer returns and invoicing
- Payment tracking
- Sales statistics and mobile CRM

PRICING

- Customer and supplier pricing
- Promotions, discounts, off-invoice and year-end rebates (BFA & RFA)
- Volume-based and mixed pricing
- Dynamic selling prices (business rules, validity)
- Margin management and reference pricing
- E-payment and third-party pricing management

PURCHASING AND PROCUREMENT

- Supplier referencing and tenders
- Net requirements calculation and replenishment (CBN)
- Purchase orders, order acknowledgements and reminders
- Purchasing support and summary dashboards (stock, consumption, pricing, terms, etc.)
- Invoice control, credit notes and payment schedules
- EDI purchasing and trading subcontracting
- Bulk import functions and container management
- Release of goods without invoices
- Freight costs (weight, quantity, volume) and logistics valuation

POINTS OF SALE

- Connected tills and multi-station counter sales
- Cashier/customer identification and receipts
- Multi-method payments and credit-note redemption
- Counter collections and customer returns
- Reel, offcut and unit-conversion management

WMS

- Mapping and structuring of storage zones
- Location management (physical & logical)
- Putaway recommendations and transfers / containers
- Real-time and scheduled replenishment
- Order picking (waves, picking)
- Monitoring of stock and picking in progress

ARTICLES, CATALOGUES & SALES SUPPORT

- Item and sub-reference management (size, format, colour, etc.)
- Temporary items and sales kits
- Product mapping (complementary, substitution, up/cross-selling)
- Multi-warehouse availability projection
- Supplier catalogues and non-referenced items

REGULATORY COMPLIANCE

- Configurable regulatory taxes (WEEE, eco-furniture, etc.)
- Eco-taxes and environmental obligations
- Customs rules management
- Incoterms and trade compliance

EDI & FAB-DIS REPOSITORY

- FAB-DIS repository management (items, prices, terms)
- EDI import and updates

STOCK & LOGISTICS

- Real-time stock and availability by date
- Fixed and cycle counts and stock valuation
- Multi-warehouse replenishment, inter-branch movements and location transfers
- Mobile terminals
- Receiving, pre-receiving and quality checks
- Picking and delivery notes and parcel labelling
- Back-to-back ordering for direct and indirect delivery
- Transport: pricing, cost simulations, route and loading-order management
- Logistics traceability (batches, serial numbers)

REPORTING & BI

- Dashboards and key indicators (KPIs)
- Stock management: turnover and stockout rate
- Supplier monitoring: lead times and purchase breakdown by third party and product family
- Sales analysis: revenue, margins, average basket
- Order tracking and customer service rate
- Logistics monitoring by product and availability by date

TECHNOLOGY PARTNERS

- Connection kit to interface Divalto business with PIM, configurators, prospecting and marketing-campaign tools, WMS, TMS, IoT, BI and document management (EDM)

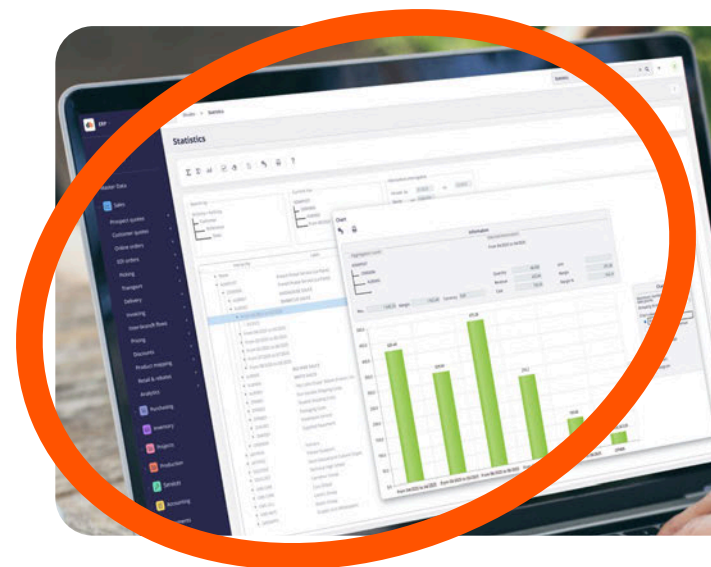
SALES CHANNELS

- Omnichannel sales: points of sale, retail chains and sales teams
- E-commerce site integration (Magento, PrestaShop, etc.)
- Interoperability with third-party applications
- Multi-branch organisation and data sharing

PRODUCTION

- Dedicated option for manufacturer-wholesalers
- Technical quotes
- Full technical data management
- Partial or full subcontracting
- Production planning and scheduling

MULTI-COMPANY, MULTI-SITE, MULTI-LANGUAGE



THE POWER OF CLOUD ERP

PERFORMANCE, AGILITY, SECURITY

- Fully web-based ERP hosted in a leading cloud environment
- High availability and continuous backups
- Scalable, always up-to-date infrastructure

CONTROLLED COSTS, MAXIMUM MOBILITY

- Reduced infrastructure and maintenance costs
- Optimised total cost of ownership (TCO)
- Real-time access to data, anywhere and on any device.

MODERN, RESILIENT ARCHITECTURE

- Monitored cloud environment for stable and long-lasting performance.
- Enhanced security to protect your data and your know-how.
- Native flexibility and scalability to keep pace with changes in your business.

**ALWAYS CONNECTED,
ALWAYS PERFORMING.
WITH DIVALTO BUSINESS IN SAAS,
YOUR COMPANY REMAINS AGILE
AND OPTIMISES ITS TCO.**

E-INVOICING COMPLIANCE (FRANCE)

A READY-TO-USE RESPONSE TO THE E-INVOICING REFORM (FRANCE)

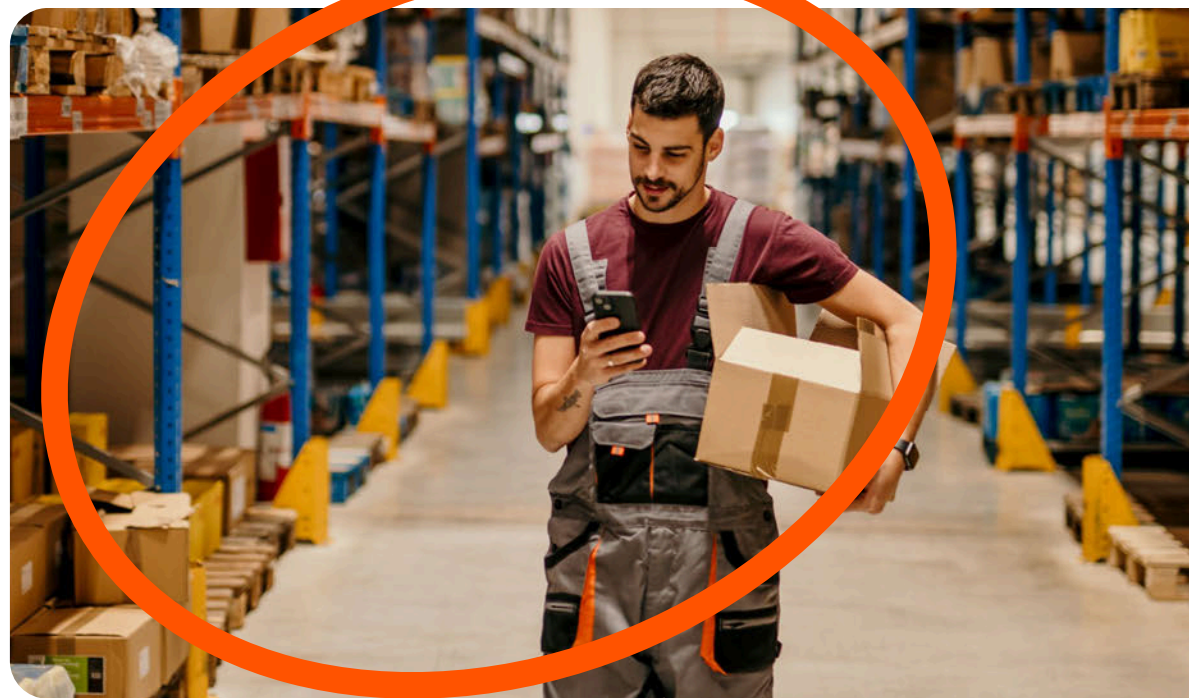
Our packaged e-invoicing solution is designed to combine regulatory compliance, security, and operational simplicity. It is based on an integrated approach built on two pillars:

- Fully integrated ERP processes covering the complete e-invoicing and e-reporting workflow end to end.
- Certified partner platform: an approved

platform service operated by Dococon, ensuring compliance, reliability and service continuity

In practical terms, you benefit from:

- Guaranteed compliance: automated invoicing and e-reporting, fully aligned with French regulations.
- Secure data: sovereign, certified hosting that meets the highest standards.
- Simplified control: monitoring, signing and full traceability of your invoices, directly from your ERP.



DIVALTO

A LEADING FRENCH SOFTWARE VENDOR

|| Divalto is a strong and inspiring French company, built on a rich history and a dynamic, loyal ecosystem. It draws on the strength of its network and its people, their skills, enthusiasm and creativity, to keep advancing its solutions and deliver the best possible experience to its users every day.

||

Jérôme VIREY - President



DIVALTO

€34 M
REVENUE (2025)

1 250+
**ECOSYSTEM EXPERTS
ACROSS FRANCE**

280
EMPLOYEES

85 000
**USERS OF OUR
SOLUTIONS**

Divalto is a leading French ERP and CRM software vendor specialising in business solutions for SMEs and mid-sized companies. For over 40 years, we have supported wholesale distributors, industrial companies, and field service organisations with agile, reliable, and scalable solutions.

We place performance, efficiency, and trust at the core of our commitment, helping our customers grow sustainably.





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