



**Why Distributors
Are Moving to**

The Cloud

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Why Distributors Are Making the Switch

A CRM hosted on the cloud and accessed via the internet is becoming the go-to choice for distributors.

But why?

Many other industries are already largely using cloud-based SaaS (Software as a Service), and lately distributors are choosing it over the alternative of on-premises software, too.

61%

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Up Next:

On the next page is a look at the **main reasons** distributors are now going with the cloud.

The Cost of the Alternative: On-Premises

Breaking Free from the Burden: The Hidden Costs of On-Premises Software for Distributors

Distributors that utilize on-premises software (which means it lives on and is run via their organization's servers) must shoulder the hefty ongoing costs of the server hardware, maintenance, power usage, and even physical space.

Here are some reasons why businesses are stepping away from on-premises systems:

1: Costly Start & Recurring Spend

Distributors face high initial investment with uncertain long-term cost-effectiveness.

2: Space Challenges

Finding room for massive servers becomes a logistical hurdle for on-premises software users.

3: Time-Intensive Setup

The hardware set-up, build-out process, and installation delays utilization kickoff.

4: Engineering Overhead

Having to hire on-staff engineers or having to pay for maintenance raises operational costs.

5: Costly Updates & Upgrades

Fixes and updates come at a premium. Each update requires hiring of specialized experts and equipment.

6: Outdated Pitfall

Operating an obsolete system requires further investment to meet evolving demands.

Why Cloud Based?

Save Money, Maintain the Quality

Say Goodbye to Maintenance Costs and Embrace Hassle-Free Management

With a cloud-based server, you don't need to budget for maintenance and hardware costs. Users can leave managing the software, updates and maintenance to the provider. Cloud-based software is more often than not regularly updated and proactively maintained in the background, so you don't even have to think about it. If any fixes do need to occur, they are generally part of the deal, rather than an extra expense. Not only does paying monthly reduce financial risk, but it's more cost-effective in the end.

Centralized and Safe Data

If you're not using a cloud-based system, then you're at risk of losing your data if anything happens to your server; it could easily be gone forever if there's any sort of damage to the physical system. It may sound far-fetched, but it has happened that every bit of a company's data was lost in a warehouse fire, or some other circumstance that caused damage to their systems. Even something as simple as a virus or malfunction could spell disaster. With everything on the cloud, you can rest easy that your data is backed up and secured by the credibility of a national server provider.

Key takeaway:

Cost, data security, accessibility, speed, and ease of use are among reasons why businesses are moving to the cloud.

More reasons to switch to cloud >>



Unshackle Your Business: Embrace Cloud-Based Solutions

Accessible from Anywhere at Any time

With cloud-based servers all your data is in one place and is more accessible, because it's not limited to the premises where it's housed. When you can access the cloud from anywhere - like mobile, tablet, or laptop - it means teams can connect no matter where they're working from. That means working from home is made possible, and outside sales are made simpler. With an on-premises solution, you're limited to only being able to access your data in the office or with a VPN.

Uninterrupted Operations

With cloud software, you're more likely to avoid frequent or lengthy outages. The provider can react quickly if there's an issue, but with an on-premises solution, outages take much more time, money, and coordination to fix.

Streamlined Setup and User-Friendly Adoption

Getting set up with cloud-based software is much simpler and faster because it's prebuilt except for any customization. It's also generally easier for employees to adopt and utilize because it's made for and been tested by tons of users already, so it's often already made to be intuitive.

Unleash Lightning-Fast Performance

You can choose a cloud-based CRM that uses one of the most credible and fastest servers out there, built to handle way more than even a distributor could toss at it. SupplyMover uses Amazon Web Service (the same servers that companies like Netflix use), so our users can be confident they have the best speeds available.

Continuous Community-Driven Enhancements

Cloud-based software is constantly being improved based on feedback from users. So if you go with a distribution-specific cloud system, there will be new updates and tools added based on what users in distribution need to manage their business.

94%

Over 94% of enterprise businesses are already using cloud-based software



CLOUD-BASED SOFTWARE

Are you ready to make the switch to Cloud-based distribution tools?

Unlock efficiency and growth by embracing the future of distribution with cloud-based solutions. Say goodbye to maintenance hassles, lagging systems, and limited accessibility. Join the revolution today

[Request a demo](#)

About SupplyMover

SupplyMover offers a powerful and scalable suite of sales enablement tools to distributors, giving sales teams, administrators, compliance officers, and executive leaders everything they need to eliminate waste and maximize profits. In addition to a robust CRM system, SupplyMover offers streamlined customer onboarding processes, automated lead distribution, A.I.-powered suggested selling options, a mobile-friendly e-commerce system, comprehensive and easy-to-generate KPI reports, and more.

To learn more about SupplyMover, visit SupplyMover.com

