Datastat Research
Building Capacity in Training and Research

DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

ENTERPRISE RESOURCE PLANNING (ERP)

ERP for Wholesale Distribution: B2B Integration Training Course

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
5 Days Practical Hands-on

DELIVERY MODES
In-Person Class & Live Virtual

CERTIFICATION
Accredited Certificate of Completion

INTAKES / DATES
Multiple Cohort Schedules Included

PREPARED FOR:

Valued Participant

Email: training@datastatresearch.org | Issued: November 21, 2026

Academic & Professional Training Year: 2026

DATASTAT TRAINING INSTITUTE
P.O. Box 102802-00101, Nairobi, Kenya
Training Centers: Nairobi • Mombasa • Kigali • Dubai • Live Virtual Academy
Tel: +254 724 527 104 | +254 734 969 612
Email: training@datastatresearch.org
www.datastatresearch.org

ERP for Wholesale Distribution: B2B Integration Training Course

Enterprise Resource Planning (ERP) • 5 Days Intensive • Accredited Certification

Course Overview

ERP for Wholesale Distribution: B2B Integration Training Course is designed for professionals aiming to transform wholesale operations through automation, digital collaboration, and supply chain optimization.

Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

TRAINING DATES	LOCATION / VENUE	FORMAT / DURATION	INVESTMENT (FEE)
29 Dec 2025 – 2 Jan 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
29 Dec 2025 – 2 Jan 2026	Kigali	Classroom / 5d	**$3,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Dubai	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Cape Town	Classroom / 5d	**$4,500 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Addis Ababa	Classroom / 5d	**$3,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Singapore	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Istanbul	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Bangkok	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Accra	Classroom / 5d	**$4,000 USD / KES 90,000**
5 Jan 2026 – 9 Jan 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
5 Jan 2026 – 9 Jan 2026	Kigali	Classroom / 5d	**$3,000 USD / KES 90,000**
5 Jan 2026 – 9 Jan 2026	Dubai	Classroom / 5d	**$5,000 USD / KES 90,000**

* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

Course Curriculum & Modules

ERP for Wholesale Distribution: B2B Integration Training Course

Introduction

In today’s dynamic wholesale distribution landscape, enterprises face unprecedented challenges in streamlining operations, enhancing supply chain efficiency, and integrating with business partners digitally. Our ERP for Wholesale Distribution: B2B Integration training course equips professionals with the expertise to leverage cutting-edge ERP systems, enabling seamless B2B connectivity, real-time inventory management, and robust data-driven decision making. By integrating advanced ERP functionalities, organizations can accelerate order processing, reduce operational costs, and foster scalable growth in a competitive marketplace.

ERP for Wholesale Distribution: B2B Integration Training Course is designed for professionals aiming to transform wholesale operations through automation, digital collaboration, and supply chain optimization. Participants will gain practical insights into ERP deployment strategies, partner integration workflows, and best practices in wholesale B2B management. With a combination of hands-on exercises, real-life case studies, and interactive learning modules, this course ensures that attendees not only understand the theory but can also implement ERP solutions effectively, driving measurable business outcomes.

Course Duration

5 days

Course Objectives

- Master ERP fundamentals for wholesale distribution and B2B integration.
- Understand supply chain automation for enhanced operational efficiency.

- Implement real-time inventory management across multiple channels.
- Optimize order-to-cash processes using ERP workflows.
- Integrate partner portals for seamless B2B collaboration.
- Leverage data analytics and reporting for strategic decision-making.
- Ensure ERP system compliance with industry regulations.
- Enhance customer relationship management through integrated ERP solutions.
- Develop procurement and vendor management skills with ERP tools.
- Apply best practices in warehouse management and logistics.
- Implement digital transformation strategies for wholesale operations.
- Analyze ERP case studies from leading distribution companies.
- Gain hands-on experience with ERP modules, dashboards, and automation tools.

Target Audience

- ERP Project Managers
- Supply Chain Professionals
- Wholesale Distribution Executives
- Operations Managers
- IT Consultants and System Integrators
- Business Analysts
- Procurement and Inventory Managers
- Digital Transformation Leads

Course Modules

Module 1: Introduction to ERP for Wholesale Distribution

- Overview of ERP systems in B2B wholesale
- Key features and functionalities for distributors
- ERP adoption challenges and solutions
- Case Study: Leading distributor streamlines operations with ERP
- Trends in ERP technology and integration

Module 2: Supply Chain and Inventory Management

- Real-time inventory tracking
- Demand forecasting and replenishment strategies
- Supplier and vendor integration
- Case Study: Inventory optimization reduces stockouts by 40%
- Automation tools in warehouse operations

Module 3: B2B Integration and Partner Portals

- Connecting with suppliers and customers digitally
- Data exchange protocols
- Securing B2B transactions
- Case Study: Multi-channel distributor implements partner portal
- Performance monitoring and reporting dashboards

Module 4: Order-to-Cash Process Automation

- Sales order management workflow
- Credit and invoicing automation
- ERP-driven pricing strategies
- Case Study: ERP reduces order processing time by 50%
- Integrating payment gateways

Module 5: Procurement and Vendor Management

- Supplier selection and evaluation
- Automated procurement workflows

- Contract and purchase order management
- Case Study: Vendor collaboration enhances procurement efficiency
- KPI tracking for vendor performance

Module 6: Analytics, Reporting, and Business Intelligence

- Generating actionable reports from ERP data
- Dashboard creation for executives
- Predictive analytics for demand planning
- Case Study: Data-driven decision making boosts revenue
- Integration with BI tools

Module 7: ERP Implementation Best Practices

- Change management and training strategies
- Data migration and system configuration
- Testing and Go-live preparation
- Case Study: Successful ERP rollout in a wholesale distributor
- Post-implementation support and optimization

Module 8: Digital Transformation in Wholesale Distribution

- Role of ERP in digital transformation
- Automating supply chain and sales processes
- Emerging trends in wholesale ERP solutions
- Case Study: Digital transformation drives growth and efficiency
- Future roadmap for ERP adoption

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to DATASTAT CONSULTANCY LTD account, as indicated in the invoice so as to enable us prepare better for you.

Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/erp-for-wholesale-distribution-b2b-integration-training-course to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.