

Case Study of Distribution Box Quotation



Overview

Read this case study to learn how a global foodservice distributor achieved a margin lift of 134 basis points and 50% fewer below-floor transactions with Zilliant Price IQ®. Due to a Non-Disclosure Agreement (NDA), the specific identity of this client is withheld. However, the architectural challenges and data-driven results presented here are 100% verified. A leading distribution organization required a faster, more consistent way to generate detailed customer sales. Infosys implemented a digital system for order management – Quoting tool: automates quote generation and delivery, and processes up to 10,000 lines per quote. It helps sales and product teams handle small as well as large quotes in a single application. Our team has collectively spent decades working and negotiating with pharmaceutical manufacturers to launch and create programs. Teaching Notes will be provided only to Faculty Members and Course/ Training Instructors. Please e-mail us your request, with complete information about your Designation, institution, website address, contacts details including telephone number. sales agent, warehouse worker, accounting clerk. Overall, you will be working in the Sales and Distribution (SD), the Materials Management (MM) and the Financial Accounting. When it comes to constructing safe, efficient, and reliable buildings—whether residential complexes, bustling commercial hubs, or critical healthcare facilities—the backbone often lies in components we rarely see but rely on daily.



Article Content

Nov 05, 2025

Assignment 3.1 Sales Distribution

The document discusses the key steps in the SAP SD (Sales and Distribution) module that the author learned. This includes creating a customer record, customer inquiries, quotations, sales orders, ...

May 08, 2026

SAP SD Case Study: Sales and Distribution Process

This case study explains an integrated sales and distribution process in detail and thus fosters a thorough understanding of each process step and underlying SAP functionality

Mar 08, 2026

Sales & Distribution Case Studies | Case Studies in Marketing

Please note that a complimentary copy of the teaching note will be provided to a Faculty Members and Course/Training Instructors who purchases minimum of 10 copies of a case study.

Dec 18, 2025

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Manufacturers must approach distribution planning in a way that is customized for their unique products and patient/prescriber populations. That's where the right advisors, with decades of distribution ...

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Sales Quotation Automation Case Study

A leading distribution organization required a faster, more consistent way to generate detailed customer sales quotations. The existing process relied heavily on manual document formatting, spreadsheet ...

Apr 10, 2026

Case Studies

Given the high weekly volume of customer requested quotes—often spanning hundreds of line items, including products that require external sourcing and pricing—the distributor's pricing and sales ...

Dec 14, 2025

Sales and Distribution (SD)

This case study explains an integrated sales and distribution process in detail and thus fosters a thorough understanding of each process step and underlying SAP functionality.

Jul 28, 2025

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Jan 17, 2026

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Learn how one building products distributor utilized price optimization to handle increasingly frequent cost changes, reduce millions of system price deviations, and lift margin 120 basis points.

Contact Us

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