

# CONTROL

Configurable, automated workflow for distribution.

## What is Control?

Cavallo's Control platform grows the margins of your distribution operations with smarter solutions for automation, process flow, ecommerce management, and EDI. Increase the command over your business with benchmark order regulation, ensuring operational tasks are 100% accurate and efficient.

## Use Control to:

- Increase the number of orders processed per day without hiring more staff
- Take on larger, more sophisticated customers with confidence
- Diminish overhead costs through increased process efficiency
- Transform pricing and margin management into a core strength
- Eradicate workflow bottlenecks and automate repetitive tasks

## What does it look like in action?

Control unlocks automation opportunities across your entire distribution process. Processes that would normally require hours of effort now take just seconds, and require no manual user input. Easily manage sales document creation, invoicing processes, automated confirmation emails, and more.

## CONTROL'S GAME-CHANGERS

### Automation that grows profits

Spend less time on tedious, repeated tasks and more time getting back to the parts of business that matter. Radically expand your gross margin with the ability

to manage order-level pricing and profitability at scale. Ensure that operational tasks are consistent and accurate while eliminating log jams that threaten productivity.

### Better Order Management

Close more sales by integrating your ERP with a full-service distribution management solution. Remove the hassle of changing between applications, transferring data, or manually tracking sales and inventory counts. Save your business time, money, and effort.

### Dynamic, Integrated Workflow

When you rely on too much physical paper or your documents get lost in a process black hole, it's time to get smarter about workflow. Identify and eliminate non-value-added activities within the customer-to-cash flow to help improve order cycle times. An easy-to-use design based on common distribution challenges unites your entire organization around the flow of your processes, providing visibility and accountability for every step of your company's operations.

