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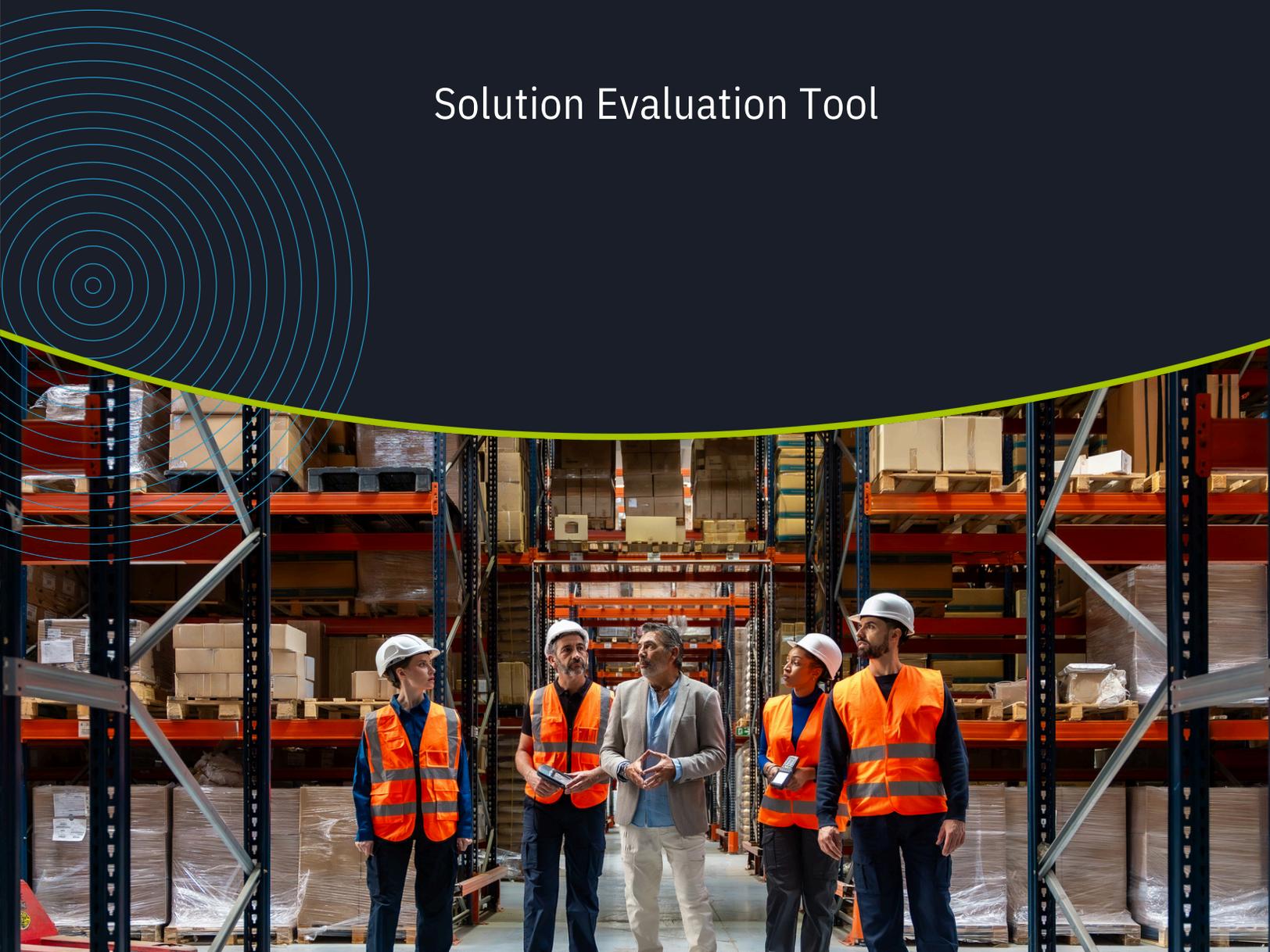
How Distributors Can Simplify Operations with AI

Solution Evaluation Tool

Solution Evaluation Tool

If you're in distribution business, it is impossible to ignore **how technology evolves and impacts how we do business every day**. However, such rapid growth has its drawbacks, as it is easy to become overwhelmed with the amount of information available.

To select the best solutions **you don't have to be a tech expert**, because what truly matters is this: **nobody knows your business better than you**.

At **Intuilize**, like any other business, we have to select the best solutions to solve our business challenges. So we developed a **Solution Evaluation tool**, which we want to share with you.

6 Steps to Choose an Off-the-Shelf Solution

1. Identify the problem
2. Understand it in detail
3. Identify your options
4. Pilot the solutions
5. Review your pilot
6. Deploy

Solution Evaluation Tool

We Evaluated Note-Taking Solutions

At **Intuilize**, we are a remote team, working together, where all moving parts are in constant communication. It is crucial for us to preserve information accurately, protect the privacy of our customers, and maximize efficiency. When it became clear we needed a solution, we used our framework, and **the results look like this**:

FEATURE	Read	fireflies.ai	FELLOW	AVOMA	FATHOM
Enrollment	8	8	8	9	6
Scheduling	8	9	7	7	8
Interface	7	9	8	8	7
Accuracy: who was talking	5	9	5	7	8
Accuracy: content captured	8	8	7	8	7
Summary	7	8	9	8	7
Templates available for meeting types	0	0	6	0	0
Ease of sharing	6	8	6	7	9
Easy to review notes	7	8	8	6	9
Coaching insights	8	7	7	8	8
Sentiment	7	6	6	7	3
Integration options	2	10	10	3	3
Who owns the data	0	0	0	0	10
TOTAL	73	90	87	78	85

The template below will streamline your **Step 5**, but the groundwork that guarantees the best solution for your business comes from:

Step 1: Identifying the problem.

You may have noticed that all our evaluated solutions are AI-powered. But we did not set out to select an AI-tool.

We focused on the nature of the problem and the options we had to solve it.

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Solution Evaluation Tool

Once **Step 2 and 3** were completed, we realized that AI was the way to go for us.

As part of **Step 4**, we identified the features that were most important for us. For example, in our business, **integration was crucial**, so it had more weight than other features for the final decision. But we only evaluated the features that mattered for our goals.

After finding the most important features, we tested each solution, and then graded its performance from 1 to 10, based on our experience and our needs.

Once we added up the scores, it was easy to select the best solution for us. So now we are on **Step 6**, deployment.

You can use this framework to evaluate all sorts of tools according to your needs. You can evaluate any features and solutions, and apply it to any business challenge. You can replicate this template or even fill it out by hand. **What other tools could help you optimize your business?**

Solution Evaluation Tool Template

Features	Solution A	Solution B	Solution C	Solution D	Solution E
Feauture #1 - Critical					
Feauture #2					
Feauture #3 - Critical					
Feature #4					
Total					

Getting Started

Your Profit Optimization Journey

Building on the success demonstrated in this case study, here's how your organization can begin its pricing transformation journey with industry veterans who understand your challenges:

Initial Assessment with Distribution Experts

Our team—led by industry veterans who have lived your challenges—**conducts a comprehensive analysis of your current pricing and/or inventory operations.** We focus on the unique aspects of industrial distribution: complex customer relationships, technical product knowledge requirements, and the balance between profitability and relationship preservation.

Custom Transformation Plan with Expected Results

We develop a **tailored roadmap**, including:
- **ERP integration** tailored to your systems and workflows
- **Change management strategy** aligned with your distribution culture and sales team
- **Realistic timeline and milestones** based on our distribution experience Risk mitigation through our proven process

Pilot Program with Industry-Specific Focus

Using our **distribution-focused methodology**, we start with targeted product categories or customer segments, delivering quick wins while ensuring comprehensive validation of the approach in your specific market context.

Scaling Success with Ongoing Partnership

Based on pilot results, we **systematically expand across your operations with continuous optimization support.** Unlike traditional software vendors, we maintain long term partnerships to ensure your pricing and inventory strategy evolves with your business and market changes.

Your data has patterns. Your people have answers.

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