**VS.**

# Distribution and Wholesale Fulfillment
## *VS.*
# E-commerce Fulfillment

# 6 Key Differences

### Is your legacy warehouse management system (WMS) holding back your e-commerce business?

## 1.
## Picking Workflows

**Distribution and Wholesale Fulfillment**

Basic picking workflow is based upon case and pallet picking — configuring high-volume each picking is not a core function.

**E-commerce Fulfillment**

Designed with high-volume low unit of measure (LUM) picking workflows as a core function.

## 2.
## Packing

**Distribution and Wholesale Fulfillment**

Multiple cases are picked, placed on pallets and shrink wrapped for less than truckload (LTL) or full truckload (FTL) freight shipping. Documentation could include bill of landing (BOL) and commercial invoice (CI).

**E-commerce Fulfillment**

Picked items are brought to a packing station. Then depending on the pick method, the items are either sorted first and then packed or packaged directly. Next, the packer prints out individual labels for each order. Labels are generated by the selected carrier.

## 3.
## Order Orchestration

**Distribution and Wholesale Fulfillment**

Order routing or integration into the e-commerce platform requires manual building of interfaces.

**E-commerce Fulfillment**

Distributed order management (DOM) and the e-commerce platform (ECP) connections are built in.

## 4.
## Transportation Management

**Distribution and Wholesale Fulfillment**

Capable of integrating to a transportation management system (TMS).

**E-commerce Fulfillment**

Transportation is a core function; both commercial carrier and owned fleet transit times are respected while pick planning.

## 5.
## Automation

**Distribution and Wholesale Fulfillment**

Automation relegated to traditional systems like conveyors and carousels due to size and weight of packages.

**E-commerce Fulfillment**

Advanced picking and goods-to-person automation is becoming the standard for e-commerce fulfillment DCs, with modern systems that include pick-to-light, voice-picking, automated storage and retrieval systems (AS/RS) and autonomous mobile robots (AMR).

## 6.
## Returns Management

**Distribution and Wholesale Fulfillment**

Returns is a process treated the same as an expected receipt — all the sortation, reprocessing and disposition is manual or not supported.

**E-commerce Fulfillment**

Returns is a core function and returned goods are managed all the way through check-in to disposition.

For distributors and wholesalers, a WMS is your biggest asset. It enables you to eliminate inefficiencies, improve order accuracy, reduce operating costs and attain high levels of service.

But times are changing and business models are evolving. E-commerce continues to grow as a preferred sales channel across both the B2C and B2B landscapes. Customers expect rich online fulfillment experiences whether shopping for themselves at home or doing procurement at work. Now is the time to evolve your fulfillment with a modern WMS that offers the best of both worlds.

### Speak to a retail supply chain expert at Tecsys  >>>>

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