

XERPIMUM

Distribution

Enterprise Resource Planning

Complete integrated ERP solution for
distribution industry

2000+

MODULES

AI

ASSISTANT

SaaS

/ ON
PREMISE

English Edition — brosur.xerpium.com

Enterprise-Grade Distribution Ecosystem

XERPIUM DISTRIBUTION is a distribution module ecosystem built on XERPIUM 18 — covering Zone Management, Principal & Discount, Route & Manifest, Inventory Transfer, Seasonal Forecast, Site Visit, Sales Target, and Approval Workflow.

Region (dist.region)

Regional Grouping — Large regions: Sumatra, Java, Kalimantan, etc.

Hierarchy — Region → Area → Zone

Code — Unique region code

Area Count — Automatically count number of areas

Area (dist.area)

Sub-Region — Mid-level regional division

Region Link — Linked to region via Many2one

Zone Count — Number of zones in area

Active Status — Active/inactive

Zone (dist.zone)

Basic Unit — Smallest area in the distribution hierarchy

Customer Link — One2many ke res.partner (customer)

Customer Count — Automatically count number of customers

Area Link — Linked to area (with store=True region)

Notes — Special notes per zone

Salesman Territory (dist.salesman.territory)

Assignment — Salesmen assigned to specific zones

Date Range — Assignment period (start/end date)

Unique Constraint — 1 salesman per zone (UNIQUE)

Related Fields — area_id & region_id from zone

Principal & Discount (dist.principal)

Principal Management — Principal/supplier data for distributed goods

Discount Scheme — Mandatory discount scheme from principal to customer

SO Integration — Automatic discount applied on the sale order

PO Integration — Purchase order ke principal

Product Link — Product template related to principal

Delivery Route & Manifest (dist.delivery)

Route Management — Daily delivery route

Delivery Order — DO from stock picking with sequence

Daily Manifest — Collection of DOs per route/day

POD — Proof of Delivery digital

Fleet Integration — Vehicles & drivers via fleet module

Wizard — Create delivery from sale order wizard

Inventory Transfer (dist.inventory)

Internal Transfer — Between warehouses with dual approval

Barcode Scan — Scan locations & items via barcodes module

Location Label — Print barcode labels per location

Dynamic Stage — Configurable workflow via xerpium_dynamic_stage_stock

Seasonal Forecast (dist.forecast)

Season Categories — Ramadan, Eid, Rainy Season, Back to School, etc.

Stock Forecast — Stock demand prediction based on season

Auto Cron — Automatic forecast computation via cron

Wizard — Generate forecast from historical data

Inventory Integration — Purchase recommendations from forecast

Visit Plan (dist.visit.plan)

Plan Schedule — Daily salesman visit plan

Visit Types — Sales call, canvassing, collection, survey

Route Optimization — Visit order based on zone

Status Tracking — Planned → Done → Cancelled

Visit Log (dist.visit.log)

On-Site Report — Real-time visit result notes

Photo Evidence — Store display & condition documentation

Order Capture — Record orders directly from the field

Geo Tagging — Visit location via coordinates

Collection Payment (dist.collection.payment)

On-Site Collection — Collect payment directly at the store

Payment Methods — Cash, Transfer, QRIS

Invoice Link — Linked to account.move (receivables)

Real-time Settlement — Update payment status instantly

Sales Target (dist.sales.target)

Monthly Target — Monthly sales target per salesman

Principal Target — Breakdown target per principal

Actual vs Target — Achievement percentage tracking

Report Integration — Report via report_id_distribution

Dashboard View — Visual sales performance vs target

Distribution Dynamic Stage Approval

dist_approval provides approval workflow for distribution SOs and POs with auto-approve, credit check, and discount check.

Sales Order Approval

Auto-Approve — SOs below the limit are auto-approved

Credit Check — Check customer receivable limit

Discount Validation — Discounts beyond the limit need approval

Stage Config — Custom stage per company via dynamic_stage_sale

Purchase Order Approval

Budget Check — Purchase budget validation

Principal Limit — Purchase limit per principal

Multi-Level — Supervisor → Manager → Director

Stage Config — Custom stage via dynamic_stage_purchase

Distribution Dashboard — Dashboard Studio

vit_dashboard_distribution for distribution KPIs. 19 chart types, dual data source (ORM + SQL), AI auto-generate.

AI Dashboard Features

Auto-Generate — Natural language → dashboard via DeepSeek

NL → SQL — Natural language → SQL query real-time

Chart Insight — AI analysis of trends, peaks, anomalies

Copilot Chat — SSE-streamed chat with dashboard context

Distribution Accounting Journals

Journal flow from principal purchase to customer sale — fully integrated with account.move.

Distribution Accounting Features

Principal Discount — Automatic discount from principal scheme

Multi-Warehouse — Stock valuation per branch/warehouse

Collection Payment — Payment recording from the field

Consignment — Consignment goods tracking

Commission — Salesman commission from sales

Cross-Module Integration

Distribution fully integrated with the entire XERPIMUM ecosystem.

Distribution ↔ Sales

SO auto-apply principal discount

Sales target per salesman

Approval workflow for SO

Distribution ↔ Inventory

Stock transfer between warehouses

Barcode scan of locations & items

Stock forecast based on season

Distribution ↔ Fleet

Route & manifest delivery

Vehicle & driver assignment

POD digital & photo evidence

Distribution ↔ Accounting

Auto journal from SO/PO

Collection payment from field

Commission calculation

Distribution ↔ Dashboard

vit_dashboard_distribution KPI

Sales target achievement

Delivery performance metrics

Distribution ↔ Dynamic Stage

Configurable SO/PO workflow

Auto-approve, credit check

RBAC stage access

Distribution ↔ Field Visit

Visit plan & log integration

On-site order capture

Field payment collection

Distribution ↔ AI Assistant

"This month's sales target for salesman X"

"Create a delivery order from SO/001"

"Show the Ramadan stock forecast"

"Actual visits vs plan this week"

Gallery & Demo Videos



XERPium Distribution Demo

► youtube.com/watch?v=ZCMPAR0bKjk

Xerpium ERP — xerpium.com

Contact us for a free demo

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