THE WHOLESALE TRADE INDUSTRY DIGITAL PLAN

The Wholesale Trade Industry Digital Plan (IDP), aligned to the Wholesale Trade Industry Transformation Map (ITM), is part of IMDA’s SMEs Go Digital Programme that makes going digital simple for small and medium enterprises (SMEs).

The SMEs Go Digital Programme comprises the following:

1. Industry Digital Plan

Wholesale Trade Industry Digital Plan

- The Wholesale Trade IDP is jointly developed by Infocomm Media Development Authority (IMDA) and Enterprise Singapore. The IDP provides SMEs with step-by-step advice on the digital technologies to use at each stage of their growth and serves as a guide for their digital journey. The IDP will be updated over time as the industry progresses and newer, more relevant technologies are introduced.
The digital roadmap of the IDP charts out the solutions that SMEs in the Wholesale Trade industry can adopt at each stage of their growth, and serves as a reference on the training programmes required to raise their employees’ digital skills.

Larger enterprises in the Wholesale Trade industry can also use the digital roadmap to guide their digital journey.

As part of the Wholesale Trade IDP, there will be three stages for Wholesale Trade SMEs on their digital journey:

- **Stage 1: Getting Digital Economy Ready**
- **Stage 2: Growing in the Digital Economy**
- **Stage 3: Leaping Ahead**
STAGE 01
GETTING DIGITAL ECONOMY READY
Streamlined Operations
Optimised Resources

ENTERPRISE RESOURCE PLANNING

- Sales Management
- Purchasing Management
- Inventory Management
- Distribution Management
- Customer Relationship Management
- Workforce Management

STAGE 02
GROWING IN THE DIGITAL ECONOMY
Connected Ecosystems
New Global Markets

- B2B e-Marketplace
- e-Procurement Hub
- e-Invoice / e-Payment Management
- B2B Trade Facilitation Platforms
- Supply Chain Financing

STAGE 03
LEAPING AHEAD
Trusted Cross-Border Trading
Intelligent Business

- Predictive Sales Trend for Automation of Sourcing and Purchasing
- Predictive Price Analytics
- Artificial Intelligence for Processing of Trade Data
- Product Authentication
- Blockchain for Trade Documentation

BUSINESS CAPABILITIES
Resource Management (including HR, Payroll, Accounting, Training Management etc.)
SMEs can use the online checklist to assess their digital readiness and identify opportunities to go digital based on their current business operations, level of digitalisation and business expansion plans.


2. Consultancy Services

For a more comprehensive review of their business, SMEs can approach Business Advisors at their nearest SME Centre for business diagnosis and advisory on digital solutions relevant to their operations. SMEs that require specialist consultancy on sophisticated technologies, such as data analytics and cybersecurity, will be referred to the Principal Consultants at the SME Digital Tech Hub. These digital consultancy services are provided at no cost to SMEs.

3. Project Management Services

SMEs can also engage Project Management Services to support them in the implementation of digital solutions. The project managers can help with business processes re-engineering and job redesign to get the maximum benefits and have more sustainable outcomes from going digital.

4. Pre-approved Solutions

SMEs requiring productivity tools such as customer relationship management or inventory management solutions can pick from the list of pre-approved solutions on Tech Depot and receive grant support for eligible projects. Tech Depot is a one-stop, centralised platform aimed at improving SMEs' access to technology and digital solutions. SMEs can visit [www.smeportal.sg/techdepot](http://www.smeportal.sg/techdepot) for more information.

SMEs can also participate in digital sector projects that are initiated jointly by IMDA and the industry leaders. Such projects pilot new digital solutions or platforms that have the potential to uplift the whole sector.

-End-

---

1 List of SME Centres can be found [here](http://www.imda.gov.sg/wholesale-trade-idp).
2 Digital Project Management Services can be accessed [here](http://www.imda.gov.sg/wholesale-trade-idp).
About Infocomm Media Development Authority (IMDA)
The Infocomm Media Development Authority (IMDA) leads Singapore’s digital transformation with infocomm media. To do this, IMDA will develop a dynamic digital economy and a cohesive digital society, driven by an exceptional infocomm media (ICM) ecosystem – by developing talent, strengthening business capabilities, and enhancing Singapore’s ICM infrastructure. IMDA also regulates the telecommunications and media sectors to safeguard consumer interests while fostering a pro-business environment, and enhances Singapore’s data protection regime through the Personal Data Protection Commission.

For more news and information, visit [www.imda.gov.sg](http://www.imda.gov.sg) or follow IMDA on Facebook IMDAsg and Twitter @IMDAsg.

About Enterprise Singapore

Enterprise Singapore, formerly International Enterprise Singapore and SPRING Singapore, is the government agency championing enterprise development. We work with committed companies to build capabilities, innovate and internationalise.

We also support the growth of Singapore as a hub for global trading and startups. As the national standards and accreditation body, we continue to build trust in Singapore’s products and services through quality and standards.