



Annex A

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







DIGITAL ROADMAP

This Digital Roadmap serves as a guide for you to follow on your digital journey

STAGE 03

STAGE 02

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

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

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.

For more information on the Wholesale Trade IDP, visit: www.imda.gov.sg/wholesale-trade-idp.

2. Consultancy Services

For a more comprehensive review of their business, SMEs can approach Business Advisors at their nearest SME Centre¹ 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 refered 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 Services² 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 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.

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¹ List of SME Centres can be found here

² Digital Project Management Services can be accessed here





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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 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.

Visit www.enterprisesg.gov.sg for more information.