

HOW TO ELIMINATE INVENTORY FRAGMENTATION IN SALESFORCE

*A Practical Guide to Achieving Real-Time
Operations Without Integrations*



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01 - The Problem

Inventory Is Broken by Design



Most organisations do not have an inventory problem. They have an architecture problem driven by disconnected systems, delayed updates, and manual workarounds.



THE CURRENT REALITY

- ⊗ Manual reconciliation and spreadsheet tracking
- ⊗ Delayed system synchronisation
- ⊗ Complex integrations across tools
- ⊗ Stock discrepancies and missed shipments
- ⊗ Over-ordering or understocking

WHY THIS MATTERS

Inventory accuracy is operationally sensitive. Even small timing gaps create downstream failures in sales, fulfilment, and planning.

The Operational Impact

1

Slow Decision-Making

Leaders operate without reliable visibility into actual stock positions.

2

Revenue Loss

Orders are missed, delayed, or cancelled because availability is inaccurate.

3

Higher Operating Costs

Businesses absorb excess inventory, emergency procurement, and avoidable rework.

4

Team Frustration

Manual reconciliation takes time away from higher-value operational work.

Why Integrations Fail for Inventory



Integrations create connectivity, but not certainty. Inventory is time-sensitive, so a short lag can still mean selling stock that is no longer available.

Why integration breaks down over time

Timing gap: data trails behind operational reality.

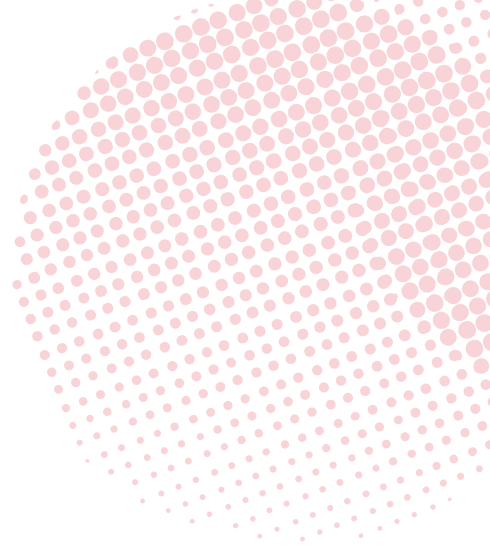
Data conflict: multiple systems compete as the source of truth.

Complexity: more systems introduce more points of failure.

Ownership: no single platform owns the full inventory workflow.

From Integration to Unification

The answer is not better integration. It is removing the need for it by making Salesforce the operational core for inventory execution.



Traditional Model

Salesforce → Integration Layer → ERP

Modern Model

Salesforce = Operational Core



What Is Platform-Native Inventory?

- ✓ Real-time inventory updates
- ✓ Unified operational data model
- ✓ No middleware dependency
- ✓ End-to-end team visibility

The 6-Step Axolt Model

- 1 Capture Demand:** Sales activity and orders originate directly in Salesforce.
- 2 Validate Availability:** Inventory is checked instantly using live stock data.
- 3 Allocate Inventory:** Stock is reserved immediately to avoid overselling.
- 4 Execute Fulfilment:** Pick, pack, and ship workflows are triggered natively.
- 5 Update Financials:** Revenue and cost visibility update without sync delays.
- 6 Continuous Visibility:** Every team works from the same live operational view.

Unified operating model: no sync, no delay, no mismatch.



Key Features

Industry Applications

- Manufacturing** → BOM and production planning, work-in-progress tracking, and material availability in one operational view.
- Distribution** → Multi-warehouse inventory, real-time allocation, and faster fulfilment coordination.
- Retail / eCommerce** → Accurate stock visibility, reduced overselling, and faster order execution.

The Role of AI in Inventory

AI only becomes strategically useful when inventory data is unified, current, and operationally trustworthy.

Predict Demand

Improve forecasting quality with consistent, real-time inventory and order signals.

Optimise Stock

Automate replenishment decisions and reduce working capital tied up in excess stock.

Why Axolt?

- ✓ **Real-time operations:** no lag between action and visibility.
- ✓ **One platform:** CRM and ERP workflows in a unified model.
- ✓ **Lower complexity:** fewer moving parts and reduced integration risk.
- ✓ **Faster decisions:** true operational visibility across teams.
- ✓ **Scalable foundation:** built directly on Salesforce.
- ✓ **Better execution:** consistent data across planning and fulfilment.



The Future of ERP

ERP no longer needs to sit outside the platform as a disconnected system. The strongest operating model uses one platform, one data model, and one source of truth.



If inventory still lives outside Salesforce, your teams are working from delayed truth.

[Book a demo](#)