



Client Background

- The client is one of the major players in the Agri Chemical Industry
- The client has a very large distribution network, and also trades in 3rd party products supplied by small vendors across India

Challenges faced

- All 3rd party trading i.e. Order / indent request to Sales Order Creation to Purchase Order creation to Supply was tracked via Excel sheet
- The biggest challenge was to ensure a seamless reconciliation of all activities i.e. indent to cash order in a single go
- The biggest task was to bring the all stake holders on to single platform. Also ensuring that the work flow was smooth and did not cause interruption in the normal business cycle

Solutions Provided

- An order management system was developed which had the facilities for indent booking against a party, sales order update, purchase order update, vendor input update for supplies as per PO
- The application had web interface along with limited mobile interface for channel partners.
- From indent to product shipment all activities are now on a single platform.
- Reconciliation mechanism was set to find out the gaps and take necessary action

Executions

- All department i.e. Sales, Sales coordinator, Supply chain, Vendors were trained on how to use the application with minimum efforts.
- An android application was delivered to channel partner along with training manual for easy usage
- The application was deployed on cloud for seamless access



Impact

- The system resulted in huge rise in the order registrations
- The system now saves approximately 80% of the user time in indent placing to indent tracking status
- The simplified and the standardized system helped in streamlining the entire process
- More clarity of inventory and tracking of orders was now available
- Real-time update on the orders advanced the whole system and helped in future orders
- 80% of the leakages were resolved thus bringing better transparency
- Channel partner are highly satisfied as now they can see the status of their indent on real time

Contact Us

Akshamaala Solutions Pvt. Ltd.
 sales@akshamaala.com
 0120-4040170

F-35, 1st floor, Sector-8,
 Noida : 201301
 CIN: U7220 ODL2 010P TC20 9266