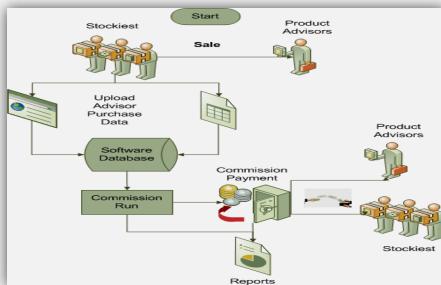
# **Case Study – Application Development**

Application Development for a leading Pharmaceuticals MNC for its Nutritional and Wellness products vertical capturing the entire Vendor management process and Order to cash cycle for its Finished Products

### **Challenges**

- •Manual vendor registration process •Complex vendor commission's /
- incentives **schemes**
- Inconsistent vendor sales data upload process
- •Reconciliation of Primary sales v. Secondary sales at batch level
- •Heterogeneous Vendor payment methods
- •Manual Posting of entries to base accounting application
- •No Email and SMS integration



## Deliverables / Objectives

- •Develop an end to end web based application
- •Online registration of the Entities vendors, stockiest, motivators with Email and SMS integration with individual login
- •Enable web-upload of real-time secondary sales by stockiest
- •Create dynamic scheme mix of product quantity, value and primary purchases to drive sales
- •Facilitate entities to track sales and commission earned at a click
- •Built in validation for Primary sales v. Secondary sales data
- •Vendor payment cycle automation

# The Benefits

- •Hassle free and instant Vendor registration process eliminating cumbersome *manual* process
- •Instant communication with entities by Email and SMS triggers
- •Tracking secondary sales with reconciliation with primary sales data
- •Dynamic configuration of incentive schemes
- •Visibility and forecasting commission / incentives earnings by entities thereby boosting business
- •Seamless Vendor payments process by bank file integration
- •Generating accounting entry file from the application
- •Huge cost savings by elimination of call centre & manual processes



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