

# 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

