

## CASE STUDY

# BLOCKCHAIN FOR DEALER/ DISTRIBUTOR MANAGEMENT SYSTEM

Autonomous Digital Supply Chain network that connects manufacturers, distributors/ dealers & retailers through a single collaborative platform for order fulfilment, returns tracking, claims settlement, inventory visibility, promotions, payments & Salesforce Automation.

**VALUE** >> About 5% to 10% increase in demand generation and up to 10% cost reduction.



### BUSINESS NEEDS

- ❑ Disjointed systems, financial reconciliation issues between manufacturers, distributor & retailers
- ❑ Over/Understocking of inventory, stock outs at multiple locations leading to loss of business, high CoPQ (Cost of Poor Quality)
- ❑ Lack of secondary sales data
- ❑ Difficulty in tracking sales officer performance
- ❑ Lack of demand fulfillment visibility, delivery delays, schemes and discounts, returns tracking



### STRATEGY & SOLUTIONS

- ❑ The solution connects the entities or Order fulfilment, returns tracking, claims settlement, inventory visibility, promotions, payments & Salesforce Automation.
- ❑ Seamlessly integrate with ERP systems.
- ❑ Configurable dashboards, reports & ledgers available to stakeholders for reconciliation.



### BENEFITS

- >>> Digital connectivity & integration
- >>> Tamper Proof Auditable Digital Ledgers.
- >>> Secondary sales visibility for manufacturers.
- >>> Auto reconciliation of payments reducing manual processes thus reducing time & reconciliation errors.
- >>> Global visibility to schemes & discounts , sales targets , claims & disputes