

EMERGYS



Enhancing Distribution with
Emergys DMS
Distribution Management Solution

Powered by SAP Business One



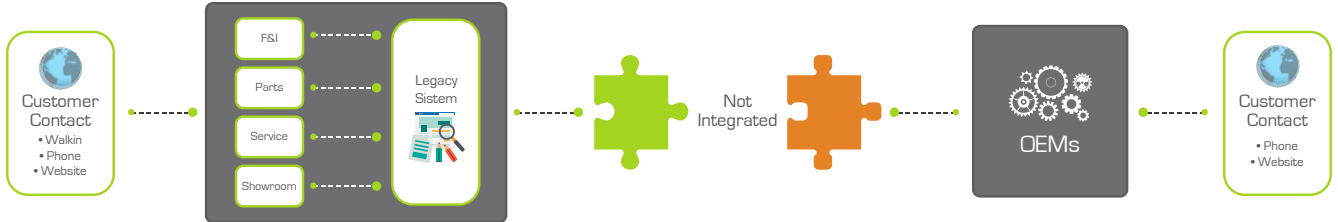
SAP® Certified
SAP Business One Integration

EMERGYS

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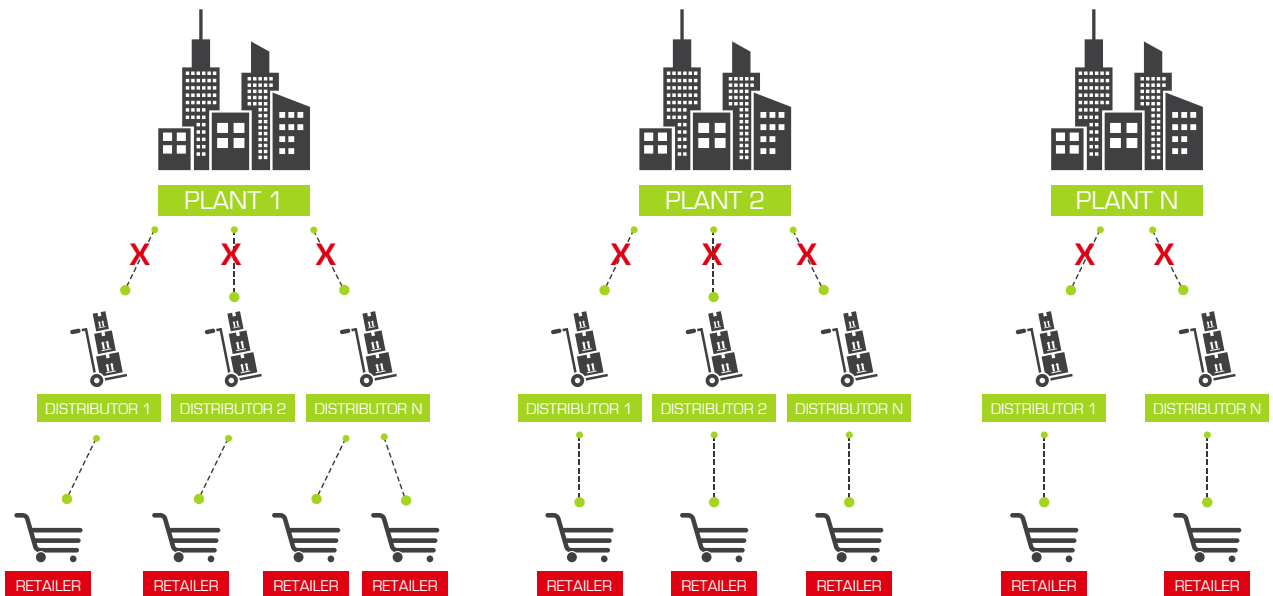
Introduction & Need for the System

Large Companies look for a standard software solution for their distributors to have a seamless flow of information exchange across their distribution business.



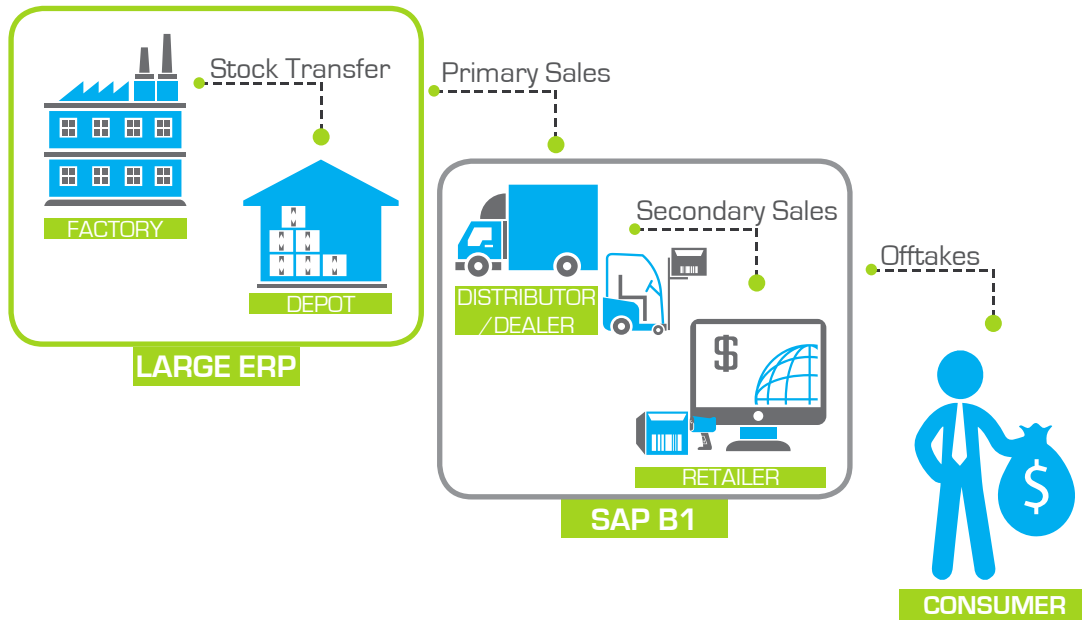
- Since distributors use disparate IT systems, integration is a challenge between distributors and Large Company causing delays in indents, claims, ordering, MIS etc.,
- Distributors & Large Company needs systems to aid collaboration
- Duplicate data entry cause errors & delays
- Possible delay in taking business critical decisions
- Prevents potential profit

Distribution Challenge & Solution



- Maintaining Master Data
- Managing Pricing, Promotions & Schemes
- Visibility of Distributor Inventory for effective replenishment
- Managing Distributor Sales Force
- MIS Reports from Distributor

Distribution Cycle



- Large Companies uses ERP for Distribution
- Their Sale to their Distributor is done in their ERP
- Distributors use different systems which don't connect with Large Companies ERP
- Large Companies has no visibility on Secondary Sales
- SAP B1 at Distributor provides complete visibility of Secondary Sales to Large Companies
- It also helps Large Companies to know the stock at distributor and do better stock replenishment planning

Solution Components

- SAP Business One ERP for Distributors
- ThinUI Portal for the Large Companies Sales Team
- Mobile Application for the Distributor Sales Representatives (DSR)

Solution Scope

- **Master Data:** Product Master, Retailer Master, Price Master, Territory Master, Route Master, Scheme Master
- **Inventory:** Complete Inventory Visibility - Saleable Stock/Damage Stock, Inventory Norms – Safety Stock, Re-Order Level, Stock Count & Adjustment, Material Requirement Planning, Trip Sheet
- **Purchase:** Purchase Order, Goods Receipt Note, Purchase Invoice, Debit Note, Purchase Payment
- **Sales:** Fixed Journey Plan, Order Entry, Order Delivery, Sales Invoice, Sales Return, Credit Note, Payment Receipt
- **Finance:** Chart of Accounts, Posting Periods, Journal Entry, Banking, Trial Balance, Profit & Loss, Balance Sheet
- **Mobility:** Item View, Stock View, Price View, Customer View, Order Entry, Sales Target, Sales Incentives
- **Analytics:** Top N Products, Top Sales Employee, Top N Customer

Large Company Advantage

- Complete control/ Visibility of Master Data – Product, Customer Master data (Key Accounts), Item Number Master, Price List, Promotion schemes, Discount
- Visibility of stock & sales of dealers
- Automatic transaction document posting – PO from dealer becomes Sales Order at Large Company
- Shipment Notification from company gets alerted at dealer
- Payment Integration
- Other MIS Access – Sales Forecast, Sales Order, Returns, Stock summary
- Claims Management

Distributor Advantage

- Complete, Integrated ERP for the distributor
- Automatic Item Master, Part Number, Price List, Discounts, Promotional Schemes update from Large Company
- Automatic Transaction document posting – Purchase Order from dealer becomes Sales Order at company, Credit Note & Debit Note integration
- Shipment Notification from Large Company gets alerted at dealer
- Payment Integration
- Other MIS Reports - Sales forecast, Sales Order, Returns , Sales Summary, Stock report etc.,
- Claims Management

