CONCEPT NOTE

MOBTRADE – REAL TIME SALES SYSTEM

"Stay Ahead of the Curve: Real-Time Sales Insights"

A) SUMMARY

The concept for real-time sales information system is to develop an online platform which will be enabling supermarkets suppliers have access to real-time aggregated data on their stock sales performance to provide valuable insights on real-time sales, inventory, orders and supply chain management.

B) PROBLEM STATEMENT

There is no centralized, user-friendly online platform that allows suppliers to supermarkets to easily access their stock sales and financial data from supermarkets data systems. The development of an online real time platform that provides a comprehensive overview of supplier's stock sales and financial data, along with user-friendly comparison tools, would address this significant need and empower suppliers to achieve greater data insights and growth." Suppliers face significant challenges in tracking the sales performance of their stock in supermarkets due to limited access to this real-time data. Without a linked online system to supermarkets centralized data, suppliers are unable to access crucial information on sales trends, stock levels, and returns, hindering their ability to know their own performance. Currently, suppliers must rely on manual requests to individual supermarket stores that access their servers to print or share their reports resulting in fragmented and delayed insights. A real-time online data sharing system between supermarkets and suppliers is necessary to address these challenges and improve collaboration.

C) FEATURES AND FUNCTIONALITY

System Overview

The real-time sales information system is meant to receive/collect and analyze sales data from supermarket centralized data system. The real-time sales information system should provide:

1. Data Collection: Sales data is received or collected from supermarket servers through various methods, such as:
   - Electronic Data Interchange (EDI)
   - Point of Sale (POS) systems
   - APIs (Application Programming Interfaces)

2. Data Processing and Aggregation: Collected data is processed and analyzed to provide real-time insights into sales trends and patterns and a comprehensive view of sales trends and patterns.

3. Dashboards and Data Visualization: Intuitive dashboards provide real-time insights into sales trends, patterns, and anomalies.

4. Alerts and Notifications: Automated alerts and notifications inform suppliers and producers of significant sales changes or trends. Delivers daily sales data, enabling suppliers to respond quickly to changes in demand.

5. Integration with Existing Systems: Seamless integration with existing ERP, CRM, or supply chain management systems.

D) KEY FEATURES AND FUNCTIONALITY INSIGHTS SUMMARY

1. Data Collection

a) Access to supermarket sales data through collecting or sending data to our servers.
b) Data integration tools: Software or APIs to collect and integrate sales data from various sources (e.g., EDI, POS systems, APIs).
c) Data quality assurance: Processes to ensure data accuracy, completeness, and consistency.

2. Data Processing

a) Data analytics platform: A platform to process and analyze large volumes of sales data (e.g., cloud-based, on-premise).
b) Data processing algorithms: Algorithms to analyze sales data, identify trends, and patterns.
c) Scalability: The system should be able to handle increasing volumes of data and user demand.

3. Data Visualization

a) *User-friendly interface:* An intuitive dashboard to display real-time sales insights and trends.
b) *Data visualization tools:* Software or libraries to create interactive and dynamic visualizations (e.g., charts, graphs, tables).
c) *Customization options:* Allow users to customize the dashboard to meet their specific needs. e.g. sales by province, daily national sales, monthly sales, volume sales etc

4. Automated Alerts

a) *Alerting mechanism:* A system to notify users of significant sales changes or trends.
b) *Notification channels:* Support for various notification channels (e.g., email, SMS, in-app notifications).
c) *Customizable alert rules:* Allow users to define rules for alerts based on specific sales metrics or trends.

E) ADDITIONAL REQUIREMENTS

1. *Security and data protection:* Ensure the security and integrity of sales data, complying with relevant regulations (e.g., GDPR, HIPAA).
2. *Integration with existing systems:* Ability to integrate with existing systems, such as ERP, CRM, or supply chain management systems.
3. *User support and training:* Provide user support and training to ensure successful adoption and utilization of the system.

F) WAYS TO ACHIEVE INTEGRATION

1. API Integration: Develop APIs to enable data exchange between supermarket systems and supplier systems.
2. EDI (Electronic Data Interchange): Implement EDI to automate the exchange of business documents, such as orders and invoices.
3. Cloud-Based Platforms: Utilize cloud-based platforms that provide real-time data sharing and collaboration capabilities.
4. Custom Integration: Develop custom integrations using middleware or integration platforms to connect disparate systems.

G) EXAMPLES OF INTEGRATION SOLUTIONS

1. Supply Chain Management Software: Solutions like SAP Ariba, Oracle Supply Chain Management, and Infor Nexus provide real-time visibility and collaboration capabilities.
2. Inventory Management Systems: Systems like TradeGecko, Zoho Inventory, and Skubana offer inventory management and integration capabilities.
3. API Integration Platforms: Platforms like MuleSoft, Apigee, and Dell Boomi enable API integration and management.

H) STUDY CASES: EXAMPLES OF SYSTEMS THAT ENABLE INTEGRATION BETWEEN SUPERMARKETS AND SUPPLIERS: SUPPLY CHAIN MANAGEMENT SOFTWARE

1. SAP Ariba: A cloud-based platform that provides real-time visibility and collaboration capabilities for supply chain management.

2. Oracle Supply Chain Management: A comprehensive solution that enables real-time inventory management, automated ordering, and data-driven insights.

3. Infor Nexus: A cloud-based platform that provides real-time visibility and collaboration capabilities for supply chain management.

I) INVENTORY MANAGEMENT SYSTEMS

1. TradeGecko: A cloud-based inventory management platform that provides real-time inventory tracking and automated ordering capabilities.
2. Zoho Inventory: A cloud-based inventory management platform that provides real-time inventory tracking and automated ordering capabilities.
3. Skubana: An all-in-one e-commerce operations platform that provides inventory management, order management, and shipping capabilities.

J) API INTEGRATION PLATFORMS

1. MuleSoft: A platform that enables API integration and management, allowing businesses to connect disparate systems and applications.
2. Apigee: A platform that enables API integration and management, allowing businesses to connect disparate systems and applications.
3. Dell Boomi: A cloud-based integration platform that enables businesses to connect disparate systems and applications.

K) EDI SOLUTIONS

1. IBM Sterling: A comprehensive EDI solution that enables businesses to automate the exchange of business documents, such as orders and invoices.
2. GXS: A cloud-based EDI solution that enables businesses to automate the exchange of business documents, such as orders and invoices.
3. EDIweb: A cloud-based EDI solution that enables businesses to automate the exchange of business documents, such as orders and invoices.