**Key Points:**

        1. Product Management

        2. Customer Management

        3. AI based new customer searching

        4. Order Management & Automated Invoice processing

        5. Supplier Management

        6. Purchase Management

        7. Financial Management

        8. User Management

        9. Point of sale (POS)

        10. Excellent support service

        11. Inventory Management & optimizations

        12. Reporting, Dashboard using BI (Business Intelligence)

        13. Warehouse Management. (Future scope)

        14. Customer Network through Electronic data exchanges.

        15. Cloud based secure data, 24x7 access to business tools.

        16. Can be accessed anywhere in the world.

        17. Zero installation / Web based.

        18. Everything under one umbrella.

        19. Flexible pricing.

        20. User friendly UI/UX (User interface & User experience).

**Products:**

Admin can add a product providing its initial data. Initial data contains product title, collection / brand, product Price\*, Product description will be driven by AI based generative texts provided by customer's description inputs. Products should be assigned to multiple categories, which will be later displayed on the web site. Having basic SEO (Search engine optimization) inputs. Additionally, this module will comply with some extra fields which have been used in customers legacy systems.

**\* Product Price**:  Predominantly contains Wholesale price, Retail price and many other categorical prices (according to customer's requirements).

**\* Product Attribute & features:**Admin can define the attributes of a product and can define the values in the system. For example,

        1. Suppose a shirt has a different size like XS, S, M, L, XL, XXL.

        2. A belt has a different size like 25 cm, 35 cm, 45cm, 50cm.

        3. A liquid product can be measured by letters and mili-litters

Application has the liquidity to hold / comply with all the possible attributes and features (Size, color, length dimensions) and its values. The price should vary according to the features, the application can accommodate the price matrix for a product.

**\* Product Image:**Product can contain multiple images and multiple videos. Admin can cut, crop and implement different basic effects to the product images within the system like photoshop.

**\* Product collection / Brands:**Products can be distributed amongst different product collections and brands.

**\* Product Categories:**Products can be distributed amongst different product categories using the m:m rule. 1 Product: Multiple categories & 1 Category:  Multiple Products. Product can be distributed through category, subcategory and sub-sub-categories. So, a product category tree is available.

**\* Product Barcode & QR Codes:**Every product will have a QR code, so that it can be identified at the time of scanning. Barcode is an old thing, which also can be accommodated in our system to maintain legacy compatibility. A product can have multiple QR code / Barcode for every attribute / feature value combination. (\* Please add a testing product from admin and show an example)

**\* Product Offer:**Admin can set an offer for e product for a certain period of time, and this offer will be displayed at the website for the defined period of time. Admin can send this offer data to registered / non registered customers via mail / other social media using offer templates.

**\* Product Catalogs :**Admin can make a product catalog in order to print it, and send it to registered / non registered customers via mail / other social media. It is a kind of custom product leaflet and it is very useful in product fairs.

**\* Product Magazine:**Admin can make a product magazine, and send it to registered / non registered customers via mail / other social media. It is a replica of a real magazine in digital format, users can turn the magazine pages like a magazine hard copy. (\* Please make a magazine from admin and show an example)

**\* Product Stock / Inventory:**Admin can enter product's inventory providing the Stock reference (From which supplier INC this product has arrived), Warehouse room & rack information (Product Stock location). System will generate a QR code for every product item, so that the item can be tracked wherever required.

**\* We can provide a custom solution**, if customers have any custom features / requirements of the product module, we are happy to accommodate

- Any Questions / suggestions?

**Customer:**

**\* Register through admin (B2B):**Admin / Stuff can register a customer through admin portal. Admin or its staff can register B2B customers to the system and can put the company name, type of company, sales manager data and delivery information.

**\* Register through the website (B2C):** Customers can register himself / herself through the website and can set login credentials. customers can login using the login credentials and can place an order.

**\* Delivery address:**A customer (B2B) can have multiple delivery addresses, So Admin can register multiple delivery addresses through the system.

**\* Customer signature:** We have the facility to grab the signature from customers through on screen signing pad within the application.

**\* Find a customer:**Here the admin can put a query on the application in order to get new customers. We have an AI based process by which we can search for new customers using various search engine apis and some AI based procedures. The application will start searching for new customers based on the query placed by the admin user, and can produce a set of results within 24 hours.

**\* Customer Dairy / Sales Dairy:**Admin /staff can call a customer for an appointment. Admin can put the gist of the discussion down to this dairy, and can set a notification when (date & time) he/she should call the customer again. System will notify the admin user to connect to the customer again before that day / on that day.

**\* Customer visiting route planner:**It is a part of our future scope. Application will have the capability to draw a route plan in the map, connecting different customer locations. Like this,

**\* We can provide a custom solution**, if customers have any custom features / requirements of the customer module, we are happy to accommodate

- Any Questions / suggestions?

**Order:**

**\* Detailed Order:**Admin can place an order through the application selecting the customer and its delivery address. Admin can put the product with attributes / values according to the requirement of customers. Admin can put / set custom prices at the time of placing order. Once the order has been placed the system will automatically generate the delivery note and invoice of this order. Application will have a facility to send the invoice to the customer, for which the admin has placed the order. Admin can add some notes with the order, so that admin / customer can have better understanding. We have the facility to grab the signature from customers through on-screen signing pad within the application. Any mail communications can be tracked for a particular order through the Mail module. (\* Mail module only track those mails has been triggered from the Application automatically)

- We can generate any custom order documents according to requirements.

**\* Order By Item scanning:** Admin can use QR code / Barcode scanner in order to put the items in to the order, instead of doing it manually.

**\* Order stages:** Order should go through some stages like:

     1. Order placed,

     2. Approved,

     3. Shipped,

     4. Delivered,

     5. Payment received,

     6. Order Returned,

     7. Payment refunded,

     8. Completed,

     9. Cancelled by Admin,

     10. Completed by a customer.

**\* Media Order:**Many times, customers/purchase managers are busy and they want an easy / quick solution to put orders. Admin can generate an order link, selecting the customer, its delivery address and product with custom pricing, and send that to customers / purchase managers. Then the customers can put the orders in a very easy way. (\* Please generate a media order link from admin and show an example). After capturing the media order from a customer, admin can convert the media order to a detailed order putting some extra information.

**\* Payment link:** We can integrate ccAvenue / Paypal payment gateway by which customer can make the necessary payments. ccAvenue / Paypal both are very popular and widely used payment gateway system. We can integrate other payment gateways as well, part of custom development.

**\* Quick Order:** This order does not need much information, so admin can easily put some minimum information and place a quick order. the generated delivery order and the invoice will be in paper roll slip. (\* Please generate a Quick Order  from admin and show an example)

**\* Order from website (B2C order) :**Customers who have registered himself / herself through the website can also place their orders from the website, just like placing an order on amazon.

**\* Order splitting:** Many times, admin decides to split the whole order into several pieces, this application has the facility to split order into multiple parts (\* Please split an Order from admin and show an example of split orders)

**\* Order QR code:**Order QR code will be generated once order has been placed. We can get all the information regarding the particular order, scanning the QR.

**\* Sales Report:**We can generate sales reports which can optimize productivity, can scale the production lines, and enhance sales. By this report admin can understand the equation of demand and supply of a particular product.

**\* We can provide a custom solution**, if customers have any custom features / requirements of the order module, we are happy to accommodate

- Any Questions / suggestions?

**Supplier:**Admin can add supplier data, contact information, sales manager information and bank details. It is very important to place a supplier instruction. Suppliers must have an email id, by which the supplier should be registered, by which supplier can login through supplier portal, and can receive OTP.

**\* Supplier portal:**This application has another portal for suppliers. Where suppliers can login through registered email id & OTP. In the supplier portal suppliers can see the Instruction raised by admin. In the supplier portal suppliers can put their packing details, banking data and shipping data. Finally, suppliers can submit the instruction while the shipping is confirmed to the destination, and admin can see the details data in Supplier instruction module.

**\* Supplier signature:** We have the facility to grab the signature from suppliers through on screen signing pad within the application.

**\* We can provide a custom solution**, if customers have any custom features / requirements of the supplier module, we are happy to accommodate

- Any Questions / suggestions?

**Supplier Instruction:** Admin can raise an instruction in order to import products from suppliers. Admin can set the delivery date, and can add products with special instructions. There are some terms & conditions for the suppliers for the instructions that could be raised. Admin can add multiple clauses for the supplier. (\* Please create a supplier instruction) Once the instruction has been placed and approved, the supplier should get a mail auto generated by the system. That mail will contain the link for the supplier portal, and the supplier can be landed to the supplier portal clicking the link. It will ask for the OTP, Supplier should get this OTP at his/her registered email. After login, suppliers can put their packing details, banking data and shipping data. Finally, suppliers can submit the instruction while the shipping is confirmed to the destination, and admin can see the details data in Supplier instruction module.

**\* Item scanning:** Admin can use QR code / Barcode scanner in order to put the items in to the instruction, instead of doing it manually.

**\* Supplier Instruction Stages:**An instruction should go through these stages:

     1. Placed,

     2. Approved,

     3. Packing finalized,

     4. Shipped,

     5. Arrived,

     6. Inspection,

     7. Completed,

     8. Cancelled by Admin,

Once instructions arrive at the warehouse, Admin & stuffs will start the inspection process, staff can filter the defective products and can raise a complaint against the supplier uploading the image of the defective product in the system, and the supplier can see the defective item report at supplier portal. Finally, supplier and admin negotiate and settles deals through price corrections. System can hold all the details and mail communications for the future.

**\* We can provide a custom solution**, if customers have any custom features / requirements of the instruction module, we are happy to accommodate.

- Any Questions / suggestions?

**Finance:**Here admin can see all the credit & debit records. Admin can apply different filters to get the reports based on the customers payments, payment done for a supplier and admin can add some business expenses (including bill copy) also. Admin can generate different types of financial records which are very useful at the time of auditing.

**\* We can provide a custom solution**, if customers have any custom features / requirements of the Finance module, we are happy to accommodate.

- Any Questions / suggestions?

**Admin User / Stuffs:** In this system there can be different types of users with different roles. Like, Superadmin can add, edit and delete everything, where stuff admins may not have all the access. For example, Tom can add products but don’t have the access to the orders, on the other hand Alex have the access to place the orders on behalf of customers, but don't have access to supplier instructions. Super admin can create/edit/delete a stuff-user, can set the login credentials, modify the access and block the access if needed.

**\* Employee Payroll:**It is a part of our future scope.

**\* We can provide a custom solution**, if customers have any custom features / requirements of the user module, we are happy to accommodate.

- Any Questions / suggestions?

**Mail:**It is a module, where all the mails are triggered from this application, and keeps a copy of every mails. Admin can search mails associated with a customer module, order, product offer, magazines and supplier instructions. It is a very useful module where the admin can get the evidence of the communications that have been triggered from the system.

**Calendar:** It is a holistic view of all the activities of a certain period of time. Every activity like placing an order or placing an instruction for a supplier that can be seen on the calendar. It is the module where the admin can see all the activity done or scheduled for the ongoing month or next month.

**Customer Network through EDI:** It is a part of our future scope. If you are using this system and your clients are using the same system, we can bridge the information making a network using electronic data exchange. Example: Asian paints and its outlets. With the help of this information we can optimize productivity, can scale the production lines, and enhance sales.