**Summary:**

NTL S&C - Sales & Care, is a workflow based ‘Distribution Marketing Management System’ A modern distribution system streamlines all sales & collection workflows and activities, improves supply chain efficiency and allows companies to access real time data for each distributor.

This is a web-based application that can run both on PC and on mobile device. It deals with interrelated components working together to receive order to payment collection including approval workflow, the management of finished products, as well as warehousing and processing of such products. It also includes audit trail feature in order to tracks data to its source for verification. The system has smart reporting solutions can create accurate reports and statements for decision making. The application enables to maintain a distributor creation at different levels in the process of sales. This is a single system, based on common boundaries — management control, operating environment, security needs and business mission. The system is a lightweight application requiring minimal inputs and user-friendly interface. This is designed in such a manner that the controlling distributor/s with associated sales and take appropriate decisions.

Benefits from NTL S&C

Control Distributor Activity: Provides the control over the Distributor’s credit limit, sales, ORD, product alteration, ledger alteration etc.

Stock Management: Can avoid out-of-stock situations through stock tracking as it moves to the Distributor and visibility of damaged vs. safe stock. Ensuring there is a minimum amount of stock maintained across depots.

Sales Team Integration: The system that integrates with the Sales Team to keeping track of sales executive visits, sales, collection visibility, market competition and more.

Target Measurement: The ability to more accurately project and predict business growth.

Improved Relationships with Distributors: Clearer expectations and removal of uncertain demand fulfilment creates stronger business relationships. In addition, understanding of stock replacement needs supports a more profitable ecosystem of Distributors.

Channel Management: Can understand the performance of Distributors on an individual level - tracking their sales data and collections provides clear insights for how the company can guide the relationship going forward.

Time & Energy Saving: The automation of sales processes (e.g. order processing and realization of Distributor payments in real-time) frees up a lot of time for more productive tasks by dropping the manual process.

Increase Consistency & Accuracy – System will help to automate repeatable workflows for streamlining sales and distributor management processes though maintaining compliance and business standards.

**Key Features**

* Standard Setup for most usable data for efficiency of reuse and conformity into company configuration platform.
* Standard User management that allows administrators to manage users according to their roles and giving them access to various system resources.
* Audit Trail that allows monitoring of the user activities and of changes of information’s in the systems using a secure, extended audit trail functionality.
* Secure/validate processes through authorization as “approval” that must be required in order for the service to be covered through the system.
* **Key Features of Sales Process:**
  + Sales Booking
  + Booking Confirmation
  + Material Planner-Confirmation
  + Sales Order
  + Picking List
  + Delivery Challan
  + Invoice
  + Invoice Acknowledgement
  + Sales return
  + Sales booking Approval
  + Sales Return Approval
* **Key Features of Collection Process:**
  + Payment Collection
  + Payment Verification
  + Payment Adjustment
  + Ord Settlement
  + Debit/ Credit Note
  + Debit/ Credit Note Approval
* **Key Features of Inventory Management:** 
  + Production Receive
  + Stock Send
  + Stock receive
  + Inter/Intra depot Stock Movement
  + Damage Declaration
  + QA Inspection
* **Major Reports:** 
  + Stock valuation Report
  + Sales and collection report
  + Sales Return Report
  + Sales Budget Report
  + Sales and Collection Forecast Report
  + Profitability Analysis Report
  + Order to Cash Cycle
  + Invoice Wise Aging Report
  + Product Trade Price Change History
  + Performance Report
  + Restricted Report
  + Material Planner Report
  + Debit/Credit Note
  + Depot to Depot Movement Report
  + Credit Limit History Report
  + Invoice Type Wise Summary Report