

Dated: Apr 23, 2023

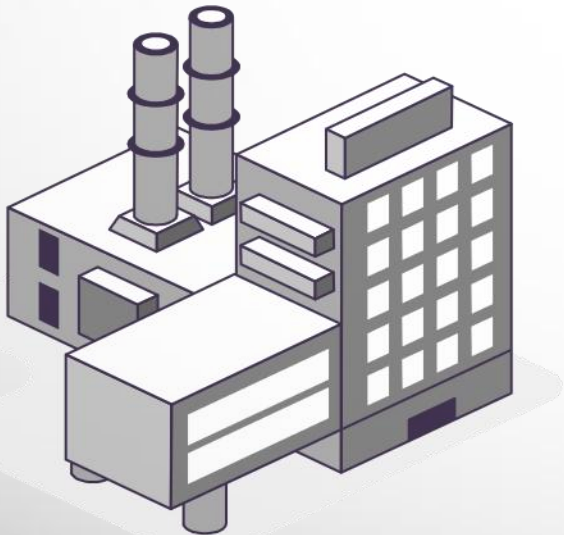
AVINYA (INDUSTRY NEED SUPPLY)

Revolutionizing the way SMEs work

PLEDGE TO PROGRESS
Sustainability Hackathon

Powered By
Microsoft

Team: AVINYA



Yesh

WWW.INDUSTRYNEEDSUPPLY.COM



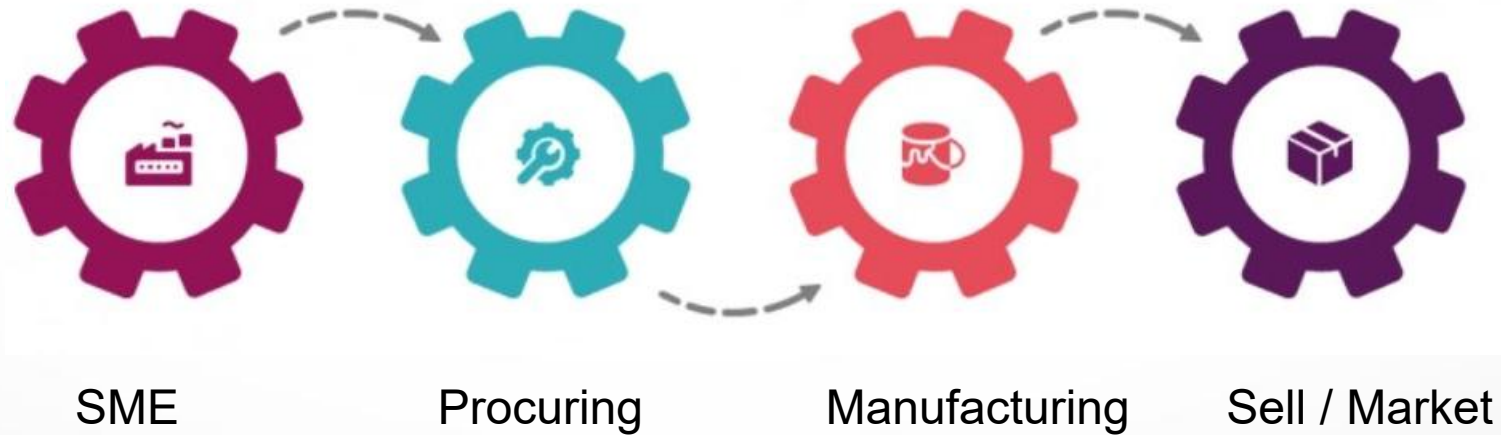
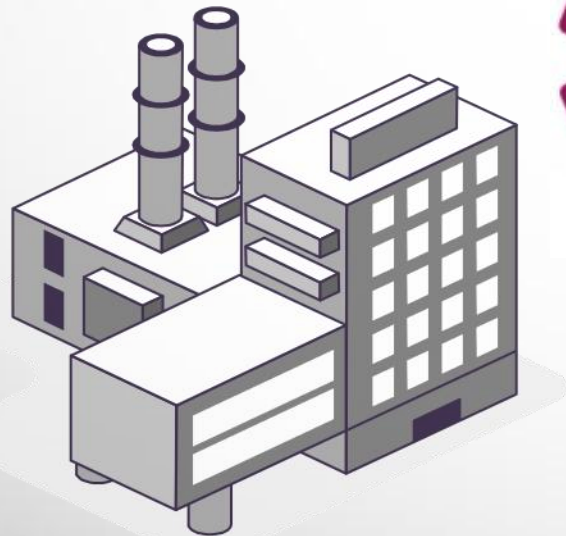
Problem Statement (Why)



Main Challenges of SMEs: (These make SME sick and eventually die)

- **NO** effective way of **Procuring Raw Materials**
- **NO** ease of access of **Skilled Labour**
- **NO** proper way of **Marketing**
- **NO** proper **Finance**

There are total 633.9 lakh SMEs in India, Among them 20 percent are sick and eventually about to die this year.



SME Life-cycle Challenges

Finally Growth and Sustainability

SMEs has to grow and sustain in the future with profits. There are lot of challenges to solve and there is no support for it.

Uncertainties in Prices

As there are many stages or intermediates involved in procuring raw materials. Prices are prone to fluctuate.

Digitalization

Digital and mobile world is essential to know the hidden analytics like SWOT. But it is hard to for SME to afford for it.

Marketing / Reach

Marketing is believed to be heart of any SME. Products can only reached to customers with proper marketing. Right now now proper tools to uplift the traditional marketing.

Establishment

Little to Huge Capital is needed. So a proper **finance and support** is needed.

Procuring Raw Materials

Procuring good quality raw material is a big problem. Prices are relatively high as they needed relatively less quantities.

Manufacturing

SMEs use their machinery to complete the manufacturing of the products. Sometimes additional machinery required for complete.

Wastage Reduction

Wastage reduction is very necessary for profitable outcome of the products. Right now there is no proper way to monitor or track the wastage.



SOLUTION - AVINYA

Easy machine freelancing

One of its kind feature, Where SMEs can lend their machinery for use for other SMEs. In industry language we call it Job Works. We are first ever to introduce it.

Financing

We unleash new ways of accessing the SMEs credibility and give them short financing for their purchases.

Raw Material E-commerce

Raw materials are main part of the product almost 60% to 80% cost goes to raw materials, We are the platform for SME to procure.

Easy Onboarding

Easy onboarding journeys pleases our customers with GST and Mobile SMEs can onboard with a single click.



Product Potential

SMEs contribute to almost **60% of worlds economy** which a **trillion dollar**. Our solution enhances the easy of business for SMEs

Collaborative Ordering

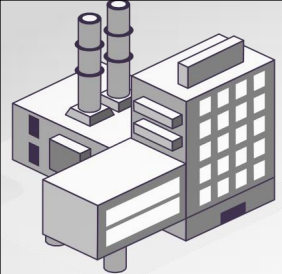
Raw Material Purchase is made easy and much **effective** with. Now any **SME** can avail very large bulk discounts with Industry Need Supply.

Easy listing

SMEs listing is one of the major effective way of Marketing, With **INS** premium listing SME can **boost their reach**

Surplus Stock Clearing

Surplus Stock is **Huge Capital** Lock for all SMEs. Clearing it can provide high capital which can used by SMEs on Raw Materials or Marketing.



Technology Stack



Flutter



Microsoft
Microsoft Cloud for Sustainability



python™



Typescript



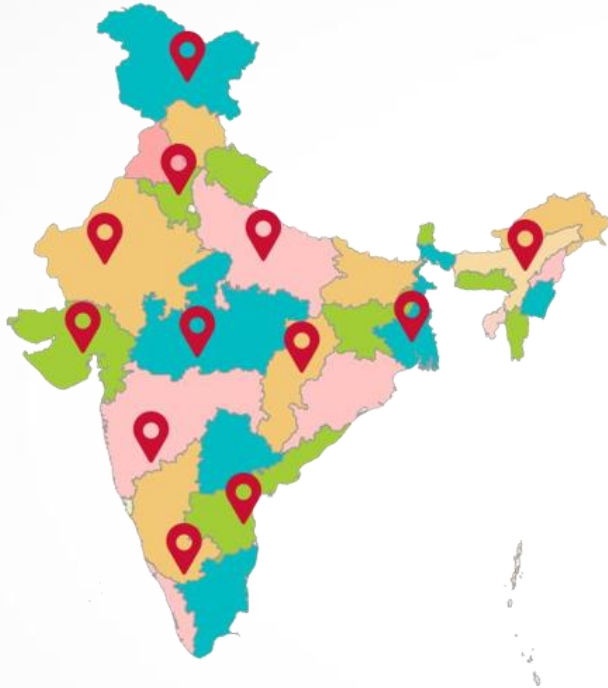
Snowflake



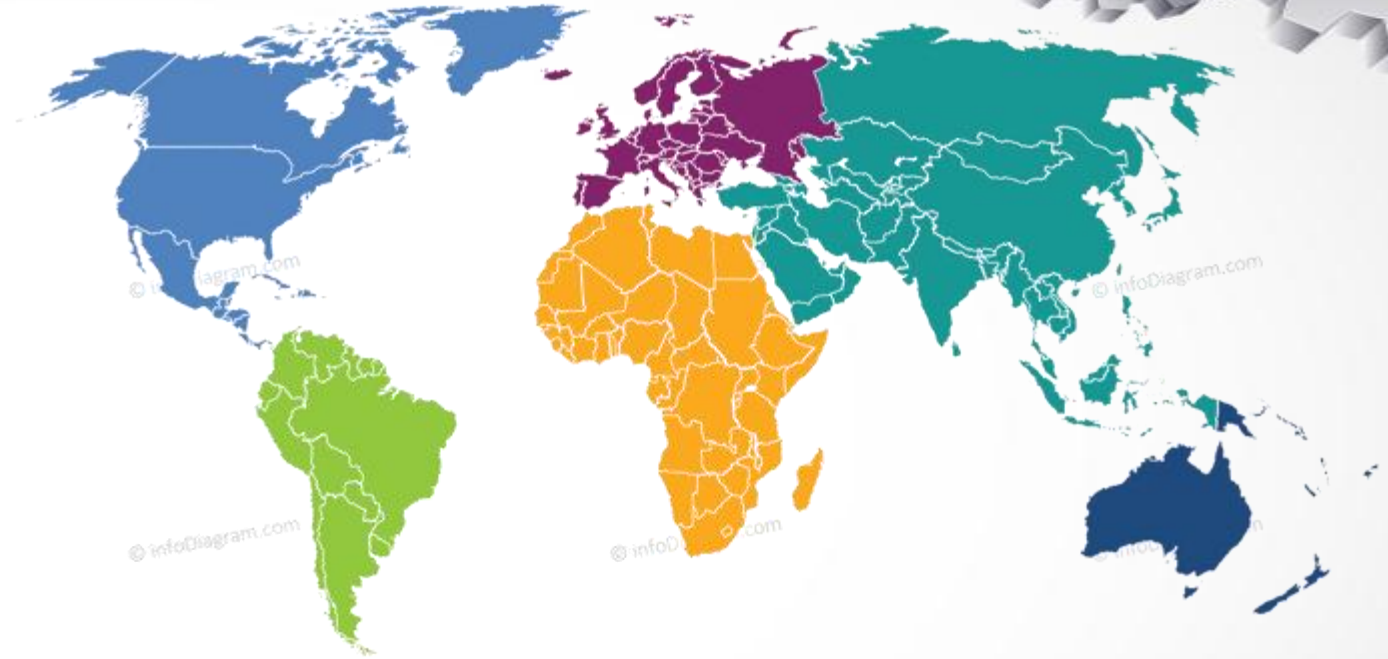
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IMPACT

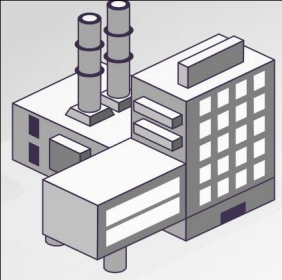


INITIAL IMPACT: (By 2024)
60,000 SMEs



IMPACT: (By 2028)
1,00,00,000 SMEs

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Come, Let's Save **SMEs**



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Thank You