

Distributor Management Systems



➤ *Automate Processes*

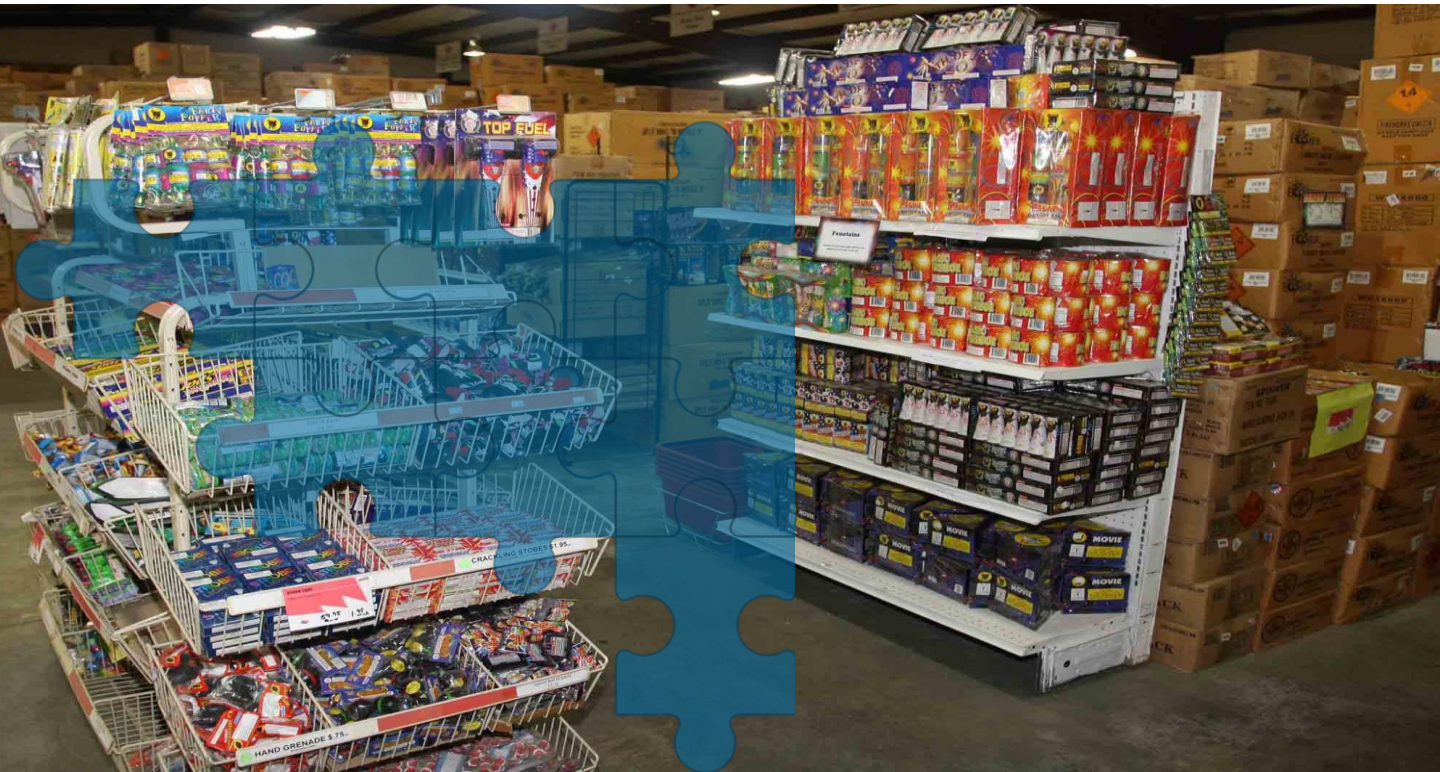
➤ *Build Scalability*

➤ *Expand Business*

➤ *Grow Profits!*



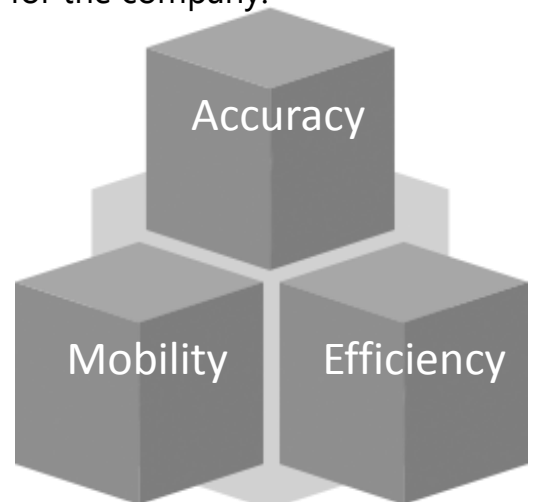
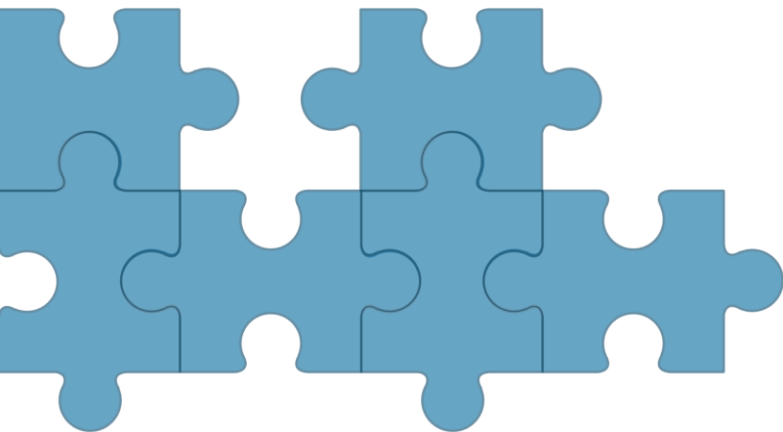
Astix Intelligence
Management Systems
Advanced Systems Intelligence

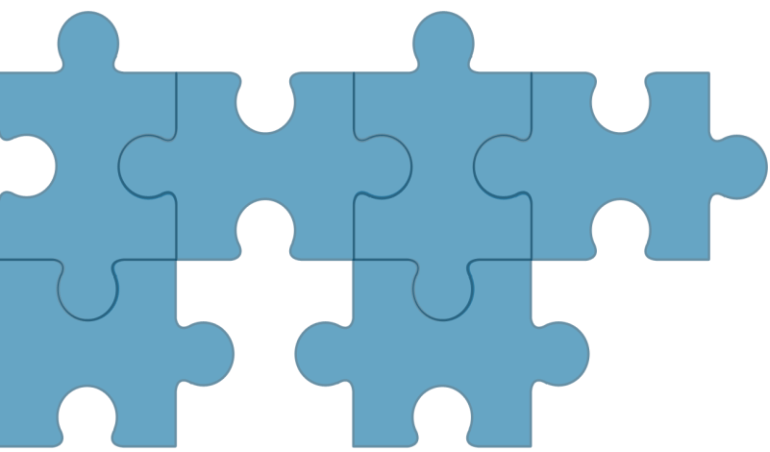


Introduction

For any company, distributors are a key player in the supply chain. Distributors are pathways along which products travel from manufacturers to ultimate consumers. They are an important element in the pipe-line along which products, information, and finance flow.

In changing times when marketplace is getting more complex, ever growing competition is declining profit margins and existing market share is always at stake, thereby empowering distributors with technology has become the need of the hour to sustain growth and gain market share. Astix Distributor Management System helps companies' distributors to optimize their operations including order management, sales, inventory, cash flows, delivery etc. Thereby optimize service levels to the customer and become a productive channel partner for the company.



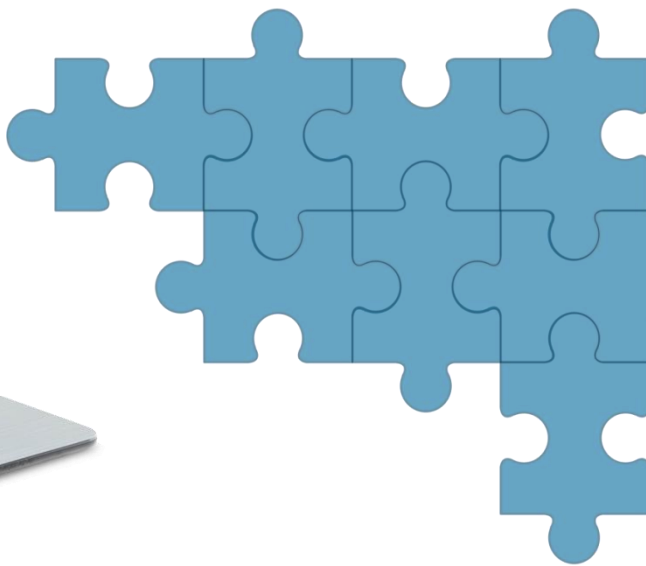


Challenges

Reacting fast to market change and align supply chain as per demand. Ensuring strict compliance of secondary schemes. Timely execution of secondary orders and invoicing, manage inventory levels and cash flows. Performance of distributor sales team. Managing trade return and replenishment at distributor and store level, reducing other sales expenses i.e. collection and claims etc.

Solutions

An eco system powered by the combination of web portal and Business Intelligence tools that enable customer visit planning, intelligent order taking, promotion execution. Moreover, get daily MIS on secondary sales, scheme payouts, stock, market credit, collection and other KPIs. Get insights on retail profile, thereby become an expert of your market. Integrated system to handle all aspects of distributor operations to get maximum efficiency and therefore increased ROI.

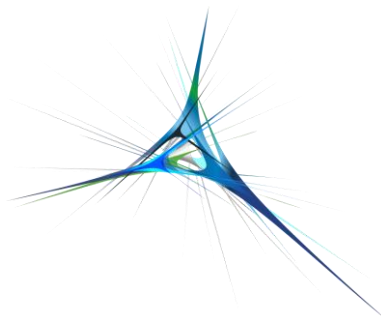


Features

- Drill down analysis to SKU level for secondary sales and market inventory
- Enables effective data exchange between manufacturers and distributors
- Seamless integration with any existing SFA system
- Sales order entry and invoicing with auto location based tax calculations
- Cash management and accounts receivable
- Claims and incentive management
- Inventory and Warehouse /Dispatch Management
- Retail stock management
- Trade returns & inventory replenishment
- Sales analysis and interactive management reporting
- Retail and SKU level scheme and discount management
- Offline capability during intermittent Internet connectivity

Benefits

- Streamlines distributor' operation by driving operational efficiencies
- Scale-up distributor service levels by multiplying speed-to-market
- Consistency of operations and process definition throughout the distribution network
- Speedy implementation of process changes
- End-to-end managed support service offering
- Lower capital expenditure
- Erase manual pen and paper order management
- Productivity improvements of field sales team
- Have superior control over schemes and discounts, promotions, marketing expenses and other activities
- Add scientific approach in the way of doing business



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