

Aswini IT helps the major distributor Vishal Arogya, achieve smooth deliveries of their products



SAP Business One Implementation

Executive Summary

Aswini IT has recently worked with the implementation and business needs based customization of SAP Business One for Vishal Arogya Ltd., the exclusive distributor of Patanjali Ayurved products based in Andhra Pradesh. The new generation business practices implemented through SAP B1 have enabled the company to have better internal control and save costs at every step in the distribution chain. Following is the summary about the client needs, Aswini IT's implementation strategy for SAP B1 and impact of the same.

"Testimonial Goes Here Please Provide"

Challenges

The client had issues relating to control of price lists, delays and mistakes with deliveries, lack of proper reporting mechanism for higher management and cost escalation due to all the above issues. Below are the main key problems as pointed out by the business consulting team:

1. Ordering was manual (through phone or email) leading to high cost and low accuracy in processing.
2. Tempering with price lists at small distributors, not good for brand image.
3. High transport costs and times due to lack of a transparent interface with transporters.
4. Need of active intervention of higher officials in day-to-day work because of manual processes.

How Product Helped

Based on requirements of the client, Aswini IT experts implemented SAP B1 to provide optimal solutions using enterprise management capabilities of the package, to improve employee productivity, brand image and customer satisfaction. Following is a brief description of the implementation:

1. Business understanding: The business consulting team held detailed discussions to identify the business needs. Improved order processing and improved internal control were identified as the critical requirements to eliminate the customer pains.

2. SAP implementation: The technology team identified the focus areas in terms of implementation based on the priorities given by business consulting team. Solutions were developed for online ordering and order processing, online price list verification at small distributors, bar coding of products, SMS confirmation of orders and payments and integration of transport companies in the online system.

3. Dashboard and documentation: Solutions were developed to enable the higher management to get daily reports over their mobile about the status of various business parameters through an automatic online system. Online approval mechanisms were set up to help decision making more transparent and effective.

Results, Return on Investment and Future Plans

1. Zero mistakes in deliveries due to online order process.
2. Direct cost saving over salaries of 2 employees taking manual orders before.
3. No possibility of tempering of price lists by small distributors.
4. Zero loss in transport costs with automatic shipment weight calculation and invoicing.
5. SMS reporting to customers at every step of order processing.
6. Daily report to Patanjali Ayurved Ltd. Headquarters about stocks and sales.

The biggest impact of management capabilities of SAP B1 is that the client is now in position to open additional go-downs across Andhra Pradesh to reduce costs.