



AN INDUSTRIAL DISTRIBUTOR

INCREASED BUSINESS RESPONSIVENESS WITH REAL-TIME VISIBILITY OF INVENTORY

With Modern Distribution, an Enterprise Digital Platform for Distributors and CPG Companies



**MODERN
DISTRIBUTION™**
DIGITAL DISTRIBUTION PLATFORM

**Enable digital commerce with customers & suppliers,
optimize overall supply chain performance, and
improve delivery efficiency**

From Sonata Software - [The Platformation Company](#)





Modern Distribution improved order visibility and enhanced customer satisfaction

Our client, an industrial distributor in the mid-market segment, provides integrated hydronics, steam and condensate systems to consumers and enterprises.

Their mission is to maximize the productivity of people and buildings by providing engineering solutions for energy efficient systems.

CLIENT'S NEEDS

Our client had to procure a new supply chain solution to improve the data inefficiencies in its order management and reduce the time spent by its sales teams in responding to customers with relevant order information.

SONATA SOLUTION

Client selected Modern Distribution's Advanced Supply Chain Solution for its proven track record in improving the visibility of inventory across the supply chain. Key solutions that helped solve client's challenges are:

- **Order management** solution that provides a single-view of inventory data across the supply chain and validates order entries to prevent booking of duplicated orders
- **Historical view in the AOM solution** for sales reps to see past quotations and orders of customers
- **Credit validation** solution to enable the checking of credit status and credit availability of a customer
- **Rule engine** to validate orders and track inventory across the supply chain

With Sonata's Modern Distribution platform, our client removed the lingering issues in order bookings and enabled their teams to make better and faster decisions.

30+
PRODUCT LINES

INSTANT
SEARCH RESULTS

In a few milliseconds down from 30 seconds in the past



When I think about working with Sonata, I think about two things, manufacturing & distribution expertise, and customer service focus.

- VP, Operations, Client Organization

KEY RESULTS



IMPROVED ORDER ENTRY

By providing a single version of truth for each data point across orders and inventory across the supply chain



ENHANCED CUSTOMER SATISFACTION

Due to the removal of in-correct booking of orders and faster responses to queries by the sales representatives



IMPROVED RESPONSIVENESS

With the ability to access information such as data on order, stock & credit status etc. within a few milliseconds



FASTER IMPLEMENTATION OF WORK FLOWS

With a platform that provides out-of-the-box solutions for distribution specific business work flows.



CONNECTED



INTELLIGENT



OPEN



SCALABLE

Multi-channel engagement with faster onboarding of B2B customers, suppliers and third party providers

Real-time visibility of orders and inventory across the distribution network, and configurable pricing engine

Extensible & modular solution components with open-standard interfaces for application integration

Supports large number of users with high availability with in-premise, cloud and hybrid deployment models

ADVANCED SUPPLY CHAIN

Real-time visibility of orders & inventory for effective order management | Reduce inventory carrying cost

Revenue Management	Advanced Pricing, Pricing Workbench, Sales Price Formulas, Vendor Rebates for Retail and Counter Sales, Chargeback	Advanced Commissions Manager, Margin Estimation Including Vendor Rebates / Reimbursement, Cost to Serve Report
Order Management	Advanced Order Entry, Stock Availability, Advanced Search for Products and Customers, Advanced Credit Checks, Workflows - Quote to order, Return order	Depletion Management, Margin alerts by item and customer groups, Automated Holds based on Margin and Credit, Product Substitution / Up-sell / Cross-sell
Inventory Management	Inventory Allocation Rules and Agreements, Vendor Managed Inventory, Customer Consignment Inventory, Advanced Drop Shipment	Vendor Performance Management, Automated Calculation of Lead Time Actuals, Advanced Shipping and Receiving Date Control
Procurement Management	Advanced Landed Costs, Intelligent Purchase Requirement Consolidation, Master Catalog	Create Item on the Fly During Quote to Order Process, Create Quotes and RFQs Using Unreleased Products

B2B ECOMMERCE

Improve customer satisfaction | Increase conversions | Reduce time to market | Increase loyalty sales

Customer Engagement	Multi-channel digital presence, 24x7 customer reach, Personalized content, catalog and pricing	Targeted personalization and promotions, Customer insights with assisted sales
Commerce Operations	Lead conversion, Price management, Sales Agreement to Order Conversion, Pre-order booking, Order management and fulfillment, Bulk-ordering	Invoicing, Outstanding invoice payments, Credit limit checks, Min/Max quantity checks, Billing charges set-up, Multiple payment methods, Returns management
Platform Enablers	Product content & catalog management, Multi-currency, Multi-country, Multi-language	Open-source stack, 3rd party integration features, Configurable template and themes

MOBILE DELIVERY OPERATIONS

Improve customer engagement and field service | Reduce out-of-stock situations | Reduce order processing time

Planning	Route plan, Route plan based truck loading	Customer visit plan, Delivery sequencing
Order Fulfilment	E-Invoicing & Order Management, Goods Returns & Exchange, Payment Tracking & Collection, Adhoc order booking, Truck inventory management	Proof of Delivery, Day end operations, Re-transfer balance inventory to warehouse, Customer survey & feedback, Reports on inventory, sales, payment, etc.
Platform Enablers	Mobile App for iOS, Android, Open-source Mobile Standards, Out-of-box integration with Dynamics AX	Easily extend app with new features, Real-time inventory view, Quick time-to-market: 6 weeks

WHY SONATA?

Sonata has built its expertise in the field of Distribution by working with leading global brands over many years. With its platformation approach, Sonata is targeting to solve critical business challenges for its distribution and CPG clients. Sonata brings to the table:

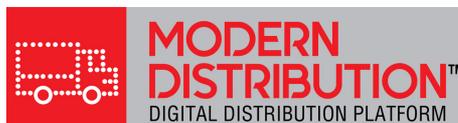
- 10+ years of experience in serving Distribution and CPG companies
- 150+ projects delivered, 500+ consultants
- Experience in working with Fortune 500 CPG companies
- In-depth knowledge in Wholesale Distribution and finished goods Supply Chain
- Multiple customer success stories in this vertical

Sonata's platformation approach helps clients to choose a solution that best fits their needs; balancing readily available platforms and solution customization

1. **Sonata READY:** End-to-end, industry-specific digital business platforms
2. **Sonata ACCELERATE:** Deploy popular horizontal platforms adding required functionality
3. **Sonata CUSTOM:** Engineer custom platforms that deliver unique digital capability and scalability

Sonata Software is a global IT solutions firm focused on enabling platform based digital business and technology transformation for enterprises in the Travel, Retail, Distribution and Software industries. Sonata's products and platforms, anchored on its proprietary Platformation methodology, reflect the company's commitment to enable connected, intelligent, open and scalable business systems.

Sonata's portfolio of products and platforms include Rezopia Digital Travel Platform, Brick & Click Retail Platform, Modern Distribution Platform, Kartopia E-Commerce Platform, Halosys Unified Enterprise Mobility Platform and RAPID DevOps, CloudOps and Testing Platform. These platforms have been deployed by leading enterprises across the globe to achieve future ready digital businesses.



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