



A COMPONENT MANUFACTURER INCREASED AUTOMATION IN INVENTORY MANAGEMENT

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 the inventory management and sales of customer consignment inventory

Our client is a leading global manufacturer & distributor of polymer and microporous membranes for disposable lithium & lead acid batteries. They serve the needs of mobile and portable energy storage solution providers.

OPPORTUNITY

Optimizing inventory levels across customers' warehouses and managing consignment workflows is critical to global distributors of components.

Our client had to rely on manual steps as current systems did not provide capabilities to track and manage customer consignment inventory.

SOLUTION

Client selected Modern Distribution's Advanced Supply Chain Solution for its proven track record in meeting the distribution operations needs with out-of-the-box components. Key solutions that helped solve client's challenges are:

- **Advanced shipping control** solution for handling transportation, storage and tracking of customer consignment inventories
- **Quantity control** solution to perform inventory accounting and reconciliation across various locations
- **Trade services** solution to support Intrastat forms for European consignment requirements, pro-formas and calculation of taxes digitally
- **Rules engine** to automate and track inventory movement
- **Automated Processes** that support & replace erstwhile manual steps

- Presence - Americas, Europe, Asia
- 13 Manufacturing Sites
- 13 Sales & Service Locations

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We are extremely pleased that by implementing ASCS solution of Modern Distribution platform at our company, we were able to close the gap we experienced in the supply chain module of Microsoft Dynamics.

Sonata demonstrated commitment to excellence, innovation, and client focus all through our engagement.

- VP of Global IT, Client Organization

With Modern Distribution platform, our client improved its flexibility in managing global consignment inventory and laid a foundation to support the growth in their customer base across different countries.

KEY RESULTS



INCREASED SHIPPING EFFICIENCY

By eliminating the manual process involved in the transporting & tracking of customer consignment inventory



IMPROVED INVENTORY TRACEABILITY

By handling the accounting and reconciliation of customer consignment inventory digitally



INCREASED AUTOMATION

With the rule engine to define and track various work flows besides the consignment inventory management



REDUCED DOCUMENTATION TIME

By enabling the ability to fill and submit Intrastat forms and pro forma digitally and calculate taxes automatically



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 Fulfillment	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:

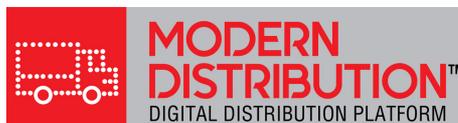
- 10+ years of experience in serving Distribution and CPG companies
- 150+ projects delivered, 500+ consultants
- Experience in working with Fortune 500 CPG companies
- In-depth knowledge in Wholesale Distribution and finished goods Supply Chain
- Multiple customer success stories in this vertical

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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