

iDeal – Intelligent Dealer Engagement Portal

ERP & DMS The required combination

Primary sales
information in
ERP



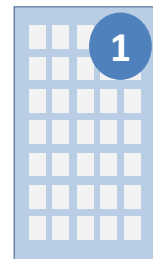
Secondary sales
information in **DMS**

B2B channel is a very important link in many industries such as FMCG, Consumer Durables, Lifesciences, and Automotive. The channel partner may increase or decrease the distance between you and the next link in your consumer side supply chain. The higher your secondary & tertiary sales visibility, the more leverage you have in planning your inventory, promotions, and cash flows. Disconnected systems where information through various channels takes as long as 30 days do not help.

Our DMS (Dealer Management System) can help bridge the gap by giving you real-time visibility of the secondary sales. With a more realistic view, inventory can be planned better which can improve sales, and help in the reduction of loss in sales due to stockouts. Apart from this, it also facilitates improvement in working capital requirements at both ends through optimal stock-product mix planning.

All this will result in improved customer service and increase stickiness with your Dealers through transparency on stocks, payments, and promotions.

You



Dealer



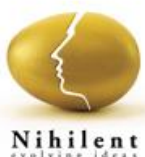
Retailer



Consumer



* S – Sale, P – Purchase



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SAP ERP / S/4HANA & iDeal

The ideal combination

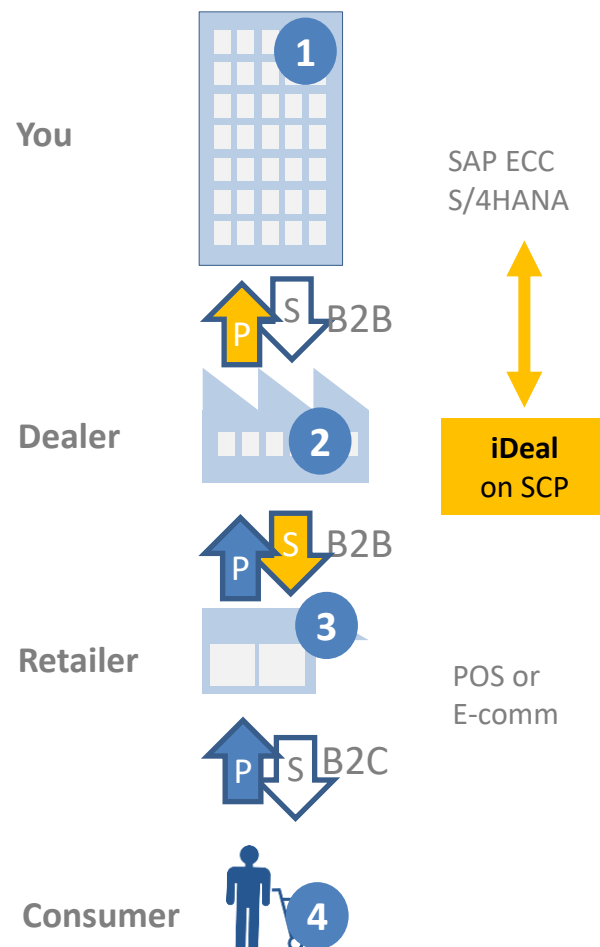


iDeal (pronounced 'ideal') is a modern DMS developed on the SAP Cloud Platform. Your sales channel partners such as distributors, dealers, stockists, and end customers can use this for primary and secondary sales. It allows your sales and marketing teams to engage with them and collaborate.

iDeal helps your customers stay up-to-date with the status of their orders, dispatch details, payables, pricing, stocks, and promotional schemes. At the same time, your sales teams get visibility of secondary sales, inventory levels, stock status, and complaints.

Being a self-service portal, this leads to a reduced need for voice and email communication and provides transparency with anytime, anywhere access.

The delays and errors in order processing are eliminated by directly linking iDeal to the backend SAP ERP / S/4HANA system.



* S – Sale, P – Purchase

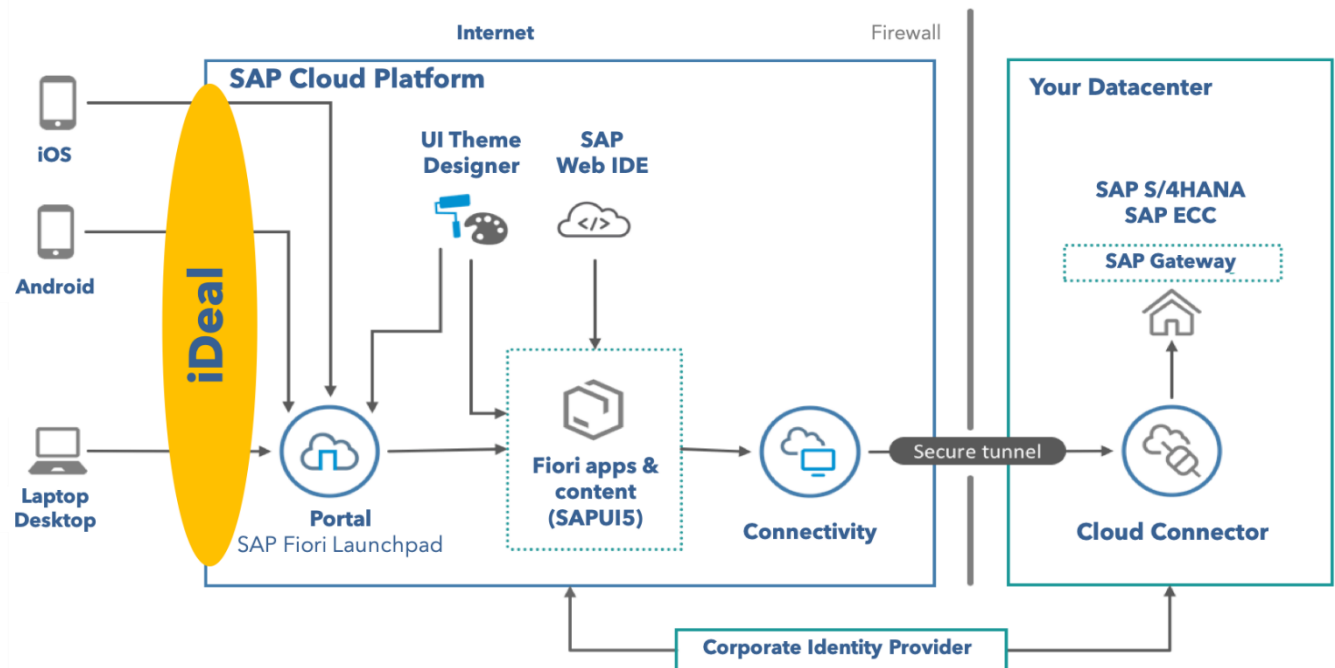


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iDeal

Architecture & Features



Current Features of iDeal

- **Primary** (Your Sale, Dealer's Purchase)
 - Profile
 - Material, Pricing, Promotion, Stock details
 - Purchase Order
 - Invoice Printing
 - Goods receipt – PoD
 - Inventory Adjustment
 - Payment
 - Reports –Order status, Dispatch, Ledger
 - Announcements
- **Secondary** (Dealer's Sale)
 - Customer Profile
 - Sales Order entry
 - Sales Order Status
 - Delivery
 - Invoice Creation
 - Reports – Sales, , Order status
 - Sales JSON for upload to accounting software

- Integrated with SAP S/4HANA / SAP ECC
- Realtime Primary & secondary sales Transactions
- One view of primary and secondary

Future releases *

- Predictive based Recommended order
- Predictive cross sell offer
- Secondary forecast
- Complaints Tracking
- Promotion Management
- Serial number tracking
- Customer services

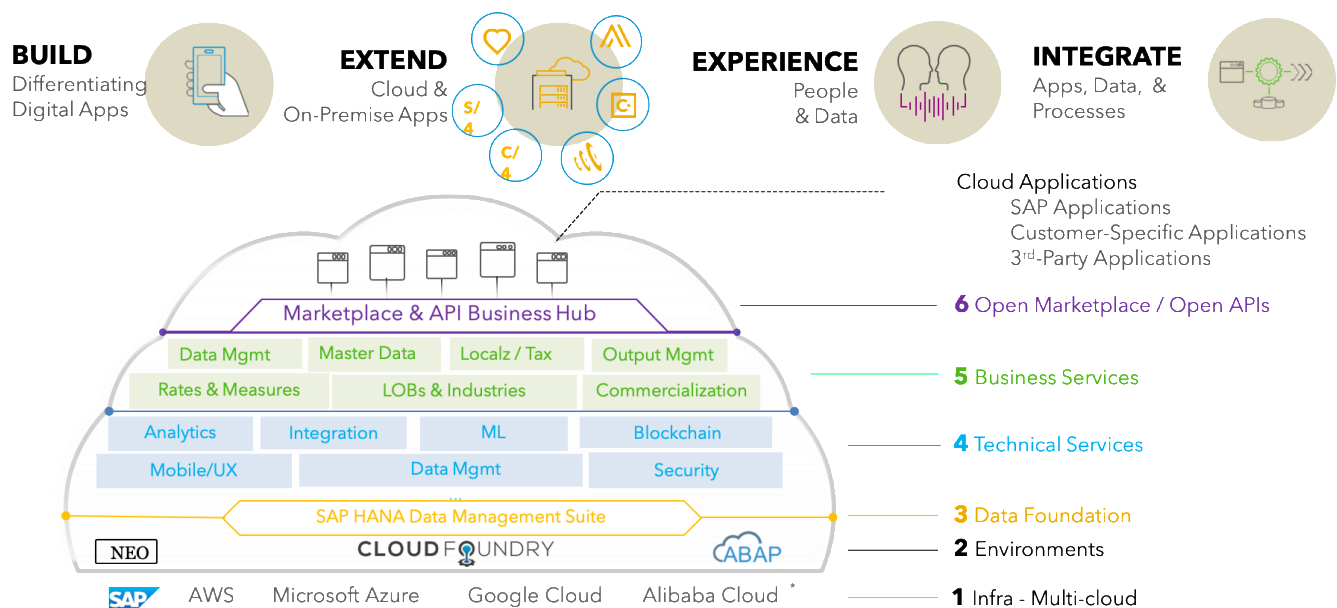


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SAP Cloud Platform

The ideal Platform As A Service



SAP Cloud Platform (SCP) is an open platform-as-a-service from SAP for building and extending intelligent, mobile-enabled cloud applications using core platform services and unique microservices. **iDeal** has been developed on the SAP SCP.

Being an SAP product, it has unmatched integration with other SAP solutions. As the platform evolves and grows, more and more services and APIs are being released.

Once subscribed, the platform can be leveraged for building and/or deploying other applications such as vendor portal, employee portal, audit portal, custom workflows, and other portal and mobile applications.

Newer applications and workflows using emerging technologies such as blockchain, big data, predictive, social, and the Internet of things can be built with reduced effort.

Other solutions from Nihilent on SCP

- Vendor Portal
- Field Sales & Service App
- Employee portal
- Audit Portal
- CSR Portal

Nihilent is a Global Consulting and Services Company. Nihilent's SAP Practice runs deep. We have been leading the adoption of Rise with SAP and S/4HANA for new customers in many industries. Our industry templates for CPG, Wholesale Distribution, Retail, Pharmaceutical, and Chemical industries offer accelerated deployment in as little as three months for end-to-end processes such as Order-to-Cash and Procure-to-Pay. The SAP Services Nihilent offers are powered by Intellect Bizware, a Nihilent Company.

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