



Dealer and Distributor Experience Platform

A man with a beard and long hair tied back, wearing a brown jacket, is sitting at a desk. He is looking intently at a laptop screen, with his hand resting on his chin in a thoughtful pose. The laptop screen displays a line graph with a green area underneath, suggesting data analysis or business performance metrics. The background is dark and out of focus, with some light reflecting off the desk surface.

Digitally transform operations
and grow business by elevating
performance and efficiency

About the Dealer and Distributor Experience Platform

The Dealer and Distributor Experience platform is an AppExchange product developed by PwC that will help manage third-party B2B commerce for clients, including management of inventory for third-party dealers, service and reporting, and secondary sales management.

Our solution will provide out-of-the-box functionalities that enhance the overall productivity and operations vital for client and dealer relations.



Your challenges



Heavy dependence on enterprise resource planning (ERP) systems for data



Various applications for individual use cases are often loosely integrated, requiring teams to log in and manage multiple systems



Integration with ERP becomes a challenge due to complexities in master data such as too many attributes

Value proposition

Features



Standardised processes



Easy information availability



Scalable system



Negligible capex investment



Seamless integration with legacy systems



Contextual to the needs of different partners

Benefits



One-stop solution with a centralised 360-degree customer view for original equipment manufacturer (OEM) and dealer

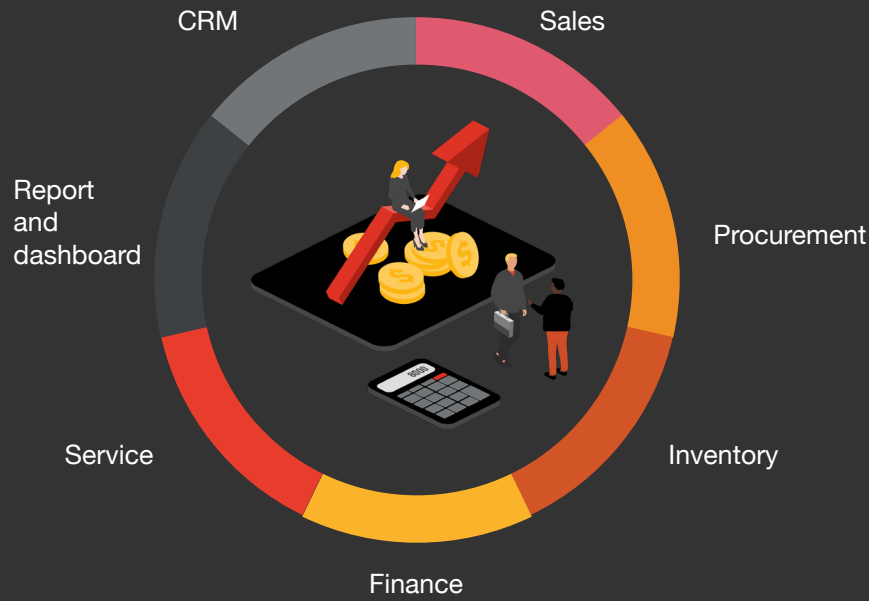


Real-time visibility into inventory across dealer network



Single system for dealer to manage their customer lifecycle – from prospect to delivery

Capabilities



Dealer and Distributor Experience Platform modules

Sales

- Sales requisition
- Sales order
- Sales allocation
- Sales invoice
- Dispatches



Service

- Job work
- Job work allocation
- Claim submission
- Claim requisition



Procurement

- Auto purchase order with min-max quantity
- Purchase invoice
- Purchase adjustment
- Purchase requisition
- Goods received note (GRN)
- Purchase return
- Order tracking
- Document management



Inventory

- Stock adjustment
- Inward-outward stock
- Branch transfer
- Adjustment requisition



Finance

- Debit/credit note
- Journal voucher
- Payment
- Receipt
- Debtors/creditors
- Categories and groups



Use case

Digitally transforming the branch manager's journey



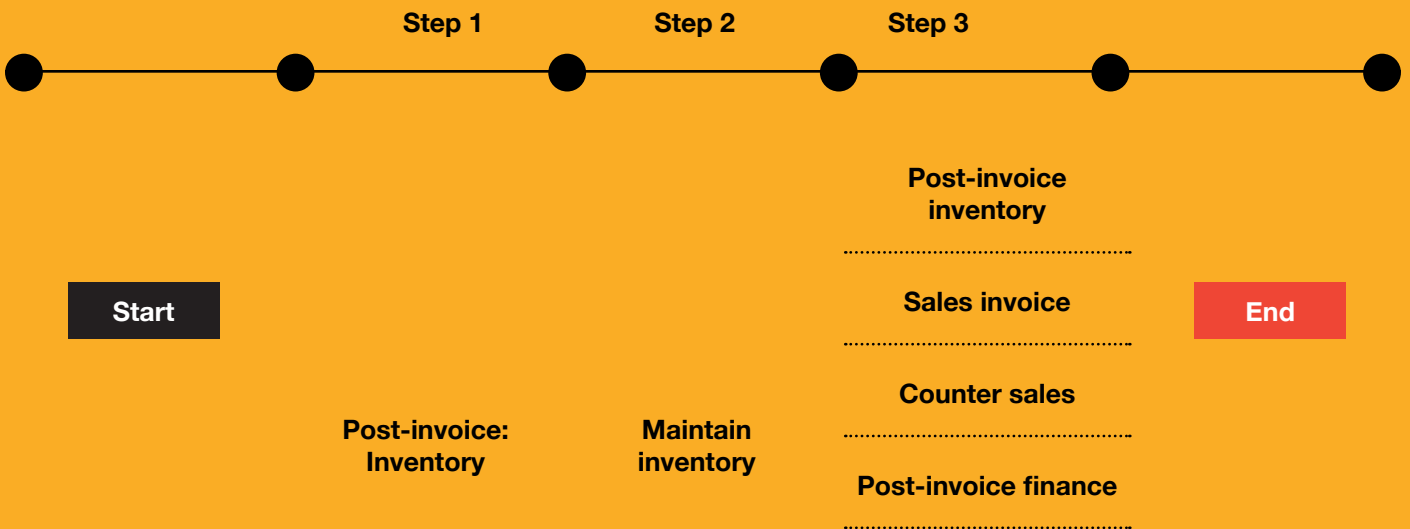
Raveena Thapar
Branch Manager, YK Enterprises
Bangalore branch

Goal

Every day I have to review reports related to inventory and finances, and place purchase orders on time to maintain stocks as per market scenarios. I need to do this as fast as possible. Thankfully, the dealer management system (DMS) solution makes it easy for me.

I am able to create orders and related invoices with automated updates to inventory and finance. This gives me more time to review reports and plan and analyse market trends.

Inventory flow



About PwC

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