

➔ The Customer

GMart is one of the leading retail chain outlets, selling Home appliances in Tamil Nadu, which is situated in the southern part of India.

➔ The Problem

GMart had not implemented any integrated system, because of which the organization was not able to handle the volume of transactions very efficiently.

The management had difficulty in taking quick decisions as there was no data transparency. It took days to prepare consolidated reports as the company did not have an integrated system. The organization faced delays in performing critical functions, as it lacked alert system. To keep pace with the growth and to sustain, GMart decided to streamline all its departments such as sales, distribution, procurement, reporting, and accounting across all its branches.

Some of the major issues GMart was facing are as follows:

- Consolidation of sales, finance, procurement data of over 40 sales centers across the state
- Un-reliable branch wise P&L, inventory and purchase details
- Lack of information on branch wise excess stock, which resulted in excess purchases
- Increased time and effort for manually calculating the dealer discounts, sales commission etc. on daily and monthly basis
- Difficulty in preparing MIS reports for the top management
- Difficulty in handling the various freight functionalities, specific to the business

➔ The Solution

PreludeSys did a detail study of the Customer's requirements to identify a solution that would best suit their business needs. Based on its vast experience and expertise in ERP implementation,

PreludeSys suggested SAP Business One (SAP B1) to tide over the issues faced by GMart. PreludeSys implemented SAP B1 for GMart's administrative office and all its Sales Units within a period of 2 months and was able to address all the issues.

Benefits for GMart were there for all to see. Some of them are:

- Ease of use of application which enabled quicker adoption
- Allocation of budget to its various branches, based on the actual branch wise sales and profit details
- Alerts for approvals in case of deviations in Sales, Distribution, Procurement etc.
- Information on stock across locations and thus eliminating the unnecessary purchase of goods & overhead costs
- Transformation from manual process and stand alone applications, thereby prevent data errors and data inconsistencies in calculating the dealer discounts, Sales Commissions etc.
- Extensive Freight functionality was customized and implemented to handle the various business scenarios
- Over 50 MIS reports were designed through PLD, Crystal Reports and Dashboards. This helped the management in an effective accelerated decision making process

With the project being completed within the stipulated time and with the efficient and easy to use solution provided by PreludeSys, the customer was extremely happy and has gained immense confidence with PreludeSys. GMart has reached out to PreludeSys to develop functionalities such as Fixed Assets and Pay Roll modules.