

## ACK. ASSISTANT SOLUTION

### Background:

With the successful implementation of IFMS, i. e. “Integrated Fertilizer Management System” web portal, the entire movement of the subsidized fertilizer sale by manufacturers to authorized Wholesalers and Retailers of fertilizer is now recorded and monitored through an integrated POS network of the Govt. of India. However, until and unless the same is first entered into the IFMS portal, the dealer acknowledges the sales transaction and thereafter it reaches the ultimate beneficiaries – “The Farmers” through an online POS transaction, the manufacturers are not eligible to claim the subsidy. Therefore making the dealer acknowledge the sales transaction after entering all the transactions in the IFMS portal in a correct, complete, consistent as well as timely manner is of utmost importance for achieving an optimum “Supply Chain Management” and subsequently a much shorter subsidy recovery time.

### Challenges for the manufacturer are as follows:

1. Data entry of all dispatches / primary sales done by the manufacturer from Plant / Warehouse / Port, dispatched by Road / Rail / Sea into the IFMS portal maintaining the master data and policies of supply.
2. Following up with the pending acknowledgement of receipts of fertilizer in the IFMS portals by the Dealers by:
  - a. Getting regular updates on the “UnAck” status of both Company as well as Wholesaler sales on multi-dimensional dashboards and reports.
  - b. Automating the follow-up process by setting up Scheduled and Event driven Call / Email / Message to Dealers, Field Officers as per customer desired configurable rules.
3. The subsidy, which is the major portion of the selling price, is blocked in the distribution channel until and unless the dealer acknowledges a company sale first in the IFMS portal and thereafter it reaches the farmer through an online POS transaction.

### Current industry Practice to overcome the challenges:

1. Employing Data entry operators for data entry in IFMS which is prone to human errors. Moreover, the highly fluctuating counts in number of sales records per day makes it impossible to maintain an optimum team head count.
2. A DBT Team downloading the pending acknowledgement list from IFMS every day and sending emails, making phone calls to Dealers and Field officers to complete the acknowledgement.

### About Us:

Raspberry ERP was founded by a team of experts who have decades of experience in key technical, business and managerial roles in Fertilizer, Logistics and Healthcare industries. Our team offers an easily configurable but remarkably robust ERP platform at a competitive price. In fact, the platform incurs much lower implementation cost when compared to other ERP solutions available in the market based on the experience of the founders with other major ERP solutions.

## Raspberry's Solutions Offering:

### SOLUTION INTRODUCTION

The Solution "Ack. Assistant" is targeted to address all the challenges encountered in maintaining the dealer acknowledgement in the IFMS portal and thereby accelerating the entire supply chain management. This ultimately helps recover the subsidy in as much quicker manner.

No.	Solution Title	Challenges Addressed	Date and Events
01	Virtual Data Entry Assistant – VDEA	Bots for automatic data entry operation under human surveillance	Production – 1 <sup>st</sup> June 21
02	DBT Management	Algorithm to bind manufacturers' primary sale with secondary and POS sales to give accurate accountability of inventory and the Days of Inventory before getting POS sold (Recovery Period)	Eval – 1 <sup>st</sup> Jun 23 Production – 1 <sup>st</sup> Oct 23
03	Ack. Assistant	Event driven Call / Email / Message to Dealers, Field Officers as per customer desired configurable rules	Eval – 15 <sup>th</sup> Oct 2023 Production – 15 <sup>th</sup> Dec 23
04	AI Forecaster	Algorithm to use historical data to forecast Material Requirements Planning and DOI	Based on availability of 12 months of data

### Customer Feedback:

*"There is increasing trend in POS Sales in the FY 23-24 over last 2 years in the month of Aug & Sept.*

*This product has so far shown great help to the sales team. Hence there is increasing trend in POS Sales. To stand out in the market we need more analytical reports, this will help us to achieve that goal."*

For any questions, the customer can contact Raspberry ERP as follows:

Name	Phone	Role
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