



eXensys Micro Vertical Solution

Micro-Vertical – FMCG (Food and Non Food)

Agenda

Industry Overview

Industry Characteristics \ Highlights

Key Processes 'n' Challenges

eXensys Best Practices

Business Performance Sustained

Industry Overview

Micro-Vertical – FMCG Goods

FMCG also called as Consumer packaged goods (CPG) are products that have a quick turn over and relatively low cost. The absolute costs of these products is relatively small but the cumulative profits on these products is very high. FMCG products are primarily used by consumers in their day-to-day activities

Primary product categories include:

- Personal care: hair care, skin care, soaps, paper products.
- House hold care: fabric wash, house hold cleaners
- Branded and packaged food and beverages: beverages, soft drinks, bakery products, bottled water.



Industry Characteristics

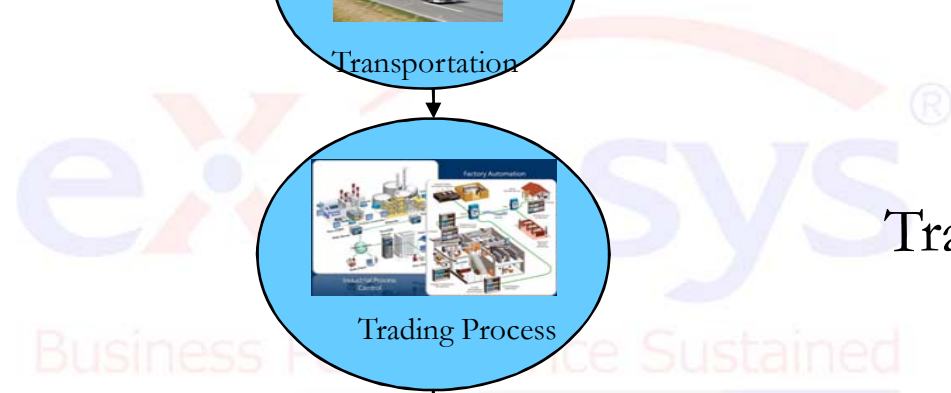
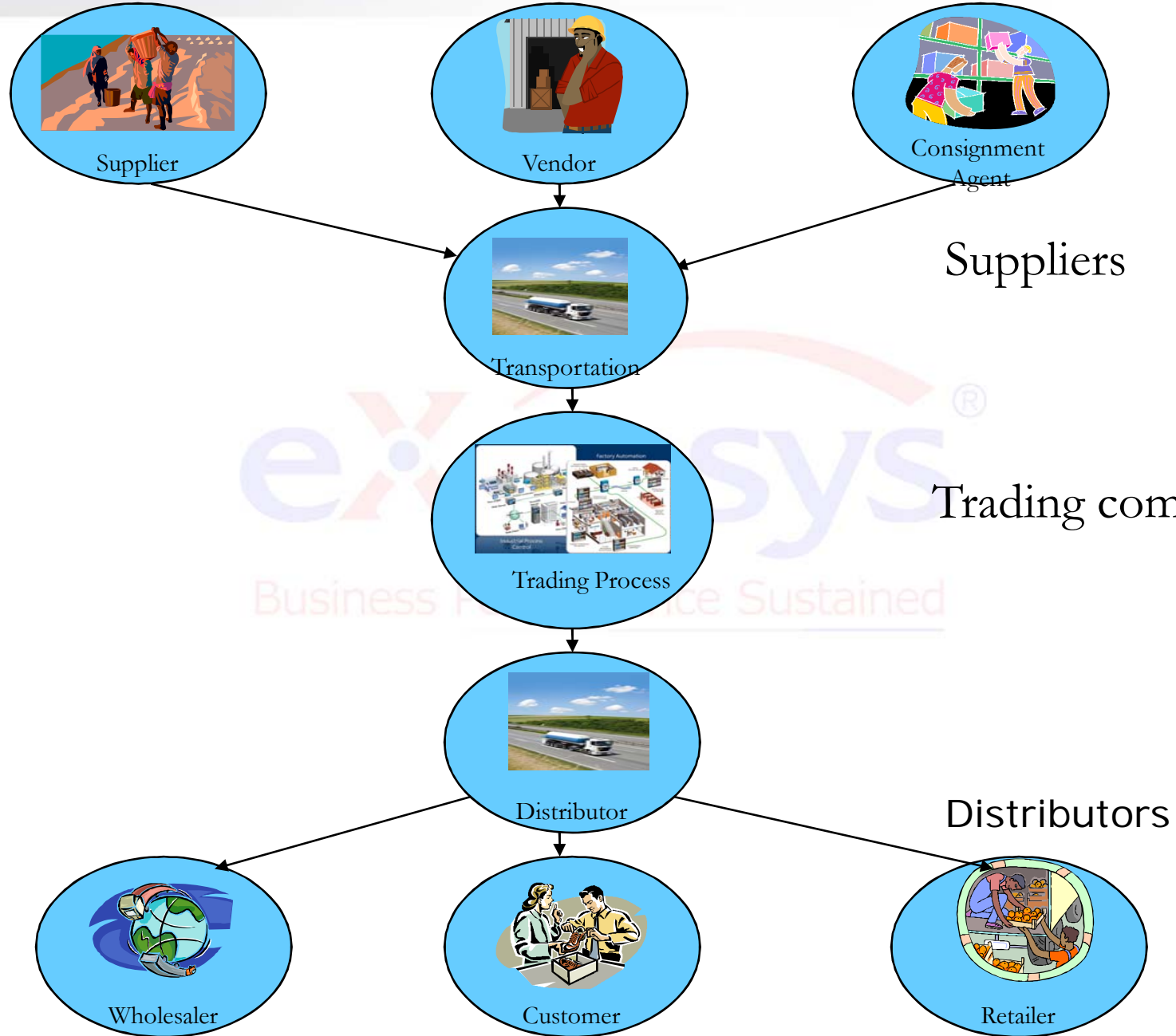
Micro-Vertical – FMCG Goods

- Distributors are primarily few but big players
- FMCG goods are non-durable products
- Sold in packaged form
- Wide range of products
- Mostly branded
- Wide range of Suppliers and Primarily Manufacturers
- Adheres to ISO standards
- Dealers/Distributors located In all Major cities



Industry Characteristics

Micro-Vertical – FMCG Goods



Key Processes 'n' Challenges

Micro-Vertical – FMCG goods

Key Processes

- Purchase and inventory management
- Quality control
- Add new products and product Lines
- Competitive pricing strategies
- Manage regions and develop sales territories
- Supply chain Management



Key Processes 'n' Challenges

Micro-Vertical – FMCG goods

Challenges\Pain Areas

- Reducing delivery lead times
- Managing product variants
- Inventory management
- Quality Management
- Manage products with shorter life cycles
- Managing expired products
- Managing Logistics



eXensys Best Practices

Micro-Vertical – FMCG goods

Pain Points

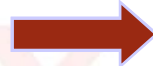
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Managing Expired Products



Tracking of expiry items using dates
Segregating expired products

Reducing Delivery Lead Times



Proper selection of vendors through periodic evaluations on performance
Long terms contracts & agreements
Drop shipments

Manage Quality



Quality check for items at every stage
Adhering to standards and ensuring compliance

Managing Product Variants



Different Variants for a product can be created
Easier tracking of each item variant

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Micro-Vertical – FMCG goods

Pain Points

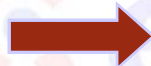
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Inventory Management



Managing of Inventories at different locations
Expiry dates for perishable stock
Different grades for inventory stock

Manage Products with shorter life cycle



Product management from creation to exclusion
Seasonal Items
Promotions
Pricing and discounts

Managing Logistics



Improved fleet Management
Tracking of the Fleet
Unit Commissioning
Preventive maintenance
Managing of goods while movement

