



eXensys Micro Vertical Solution

Micro-Vertical – Office Supplies and stationary

Agenda

Industry Overview

Industry Characteristics

Key Processes 'n' Challenges

eXensys Best Practices

Business Performance Sustained

Industry Overview

Micro-Vertical – Office Supplies and Stationary

This micro-vertical is specifically engaged in trading and distribution of Office supplies and stationary to end customers or users.

Primary product categories include:

- Staplers
- Computer pages
- Pen, paper, Desk, Chair
- Greeting Cards
- Magazines

Office supplies and stationary are primarily used by:

- Schools supply stores
- Offices supply stores
- Stationary stores
- Universities and colleges



Industry Characteristics

Micro-Vertical – Office Supplies and Stationary

- Businesses are Privately-Owned
- Single-Company\Single Location to Multi- Company (Different Countries) & Multi- Location Business Scenarios
- Present in almost all cities
- Wide Array of Suppliers
- Customers are Many & Highly Diversified
 - Retailers
 - Schools colleges and universities
- Wide Range of Products



Key Processes 'n' Challenges

Micro-Vertical – Office Supplies and Stationary

Key Processes

- Inventory Management
- Planning, Distribution and purchasing
- Finance Management
- Demand classification and Consolidation
- Sales targets and incentives management

Challenges\Pain Areas

- Collaboration for proper Planning & Distribution
- Enhancement delivery capabilities
- Timely Replenishment of Inventory
- Competitive pricing strategies for products
- Managing of Consignment stock

1) Pain Area: Collaboration for proper planning and distribution

Collaboration with Customers and suppliers, Evaluation of vendors and suppliers, Planning, Distribution and purchasing

2) Pain Area: Enhance delivery capabilities

Proper planning for procurement and distribution, Proper checks on delivery dates and time, Demand classification and Consolidation

3) Pain Area: Timely replenishment of inventory

On time delivery of Goods, Tracking of goods, Replacement of goods

4) Pain Area: Competitive pricing strategies for products

Different pricing strategies, Defining contractual prices

5) Managing of Consignment stock

Vendor managed Inventory, Efficient replenishment, Proper tracking of Inventory



Thank You!

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Business Performance Sustained