

Supply Chain
Enterprise Platform



**DISRUPTING BUSINESS PROCESSES,
ONE BLOCK AT A TIME...**

RealReco – Dealer / Distributor Management System

Business Transformative Solutions - Powered by Blockchain

Real Variable – An Enterprise Blockchain Co.

ABOUT US

- Estd. in 2017 in India & USA.
- Focus on Supply Chain & Warranty Management products.

BLOCKCHAIN ACHIEVEMENTS

- 5 Private Chains
- 30+ Blockchain Engineers
- 60+ Nodes
- 200+ Party Ledgers
- 600,000+ Events
- 1 Million + Parts tracked / Qtr
- Hybrid networks

TECHNOLOGY USP

- Smart Contracts Algorithms
- Zero Code Platform
- Matching engine
- ~4500 concurrent transactions / second
- 1/3rd Time & Cost to Customize

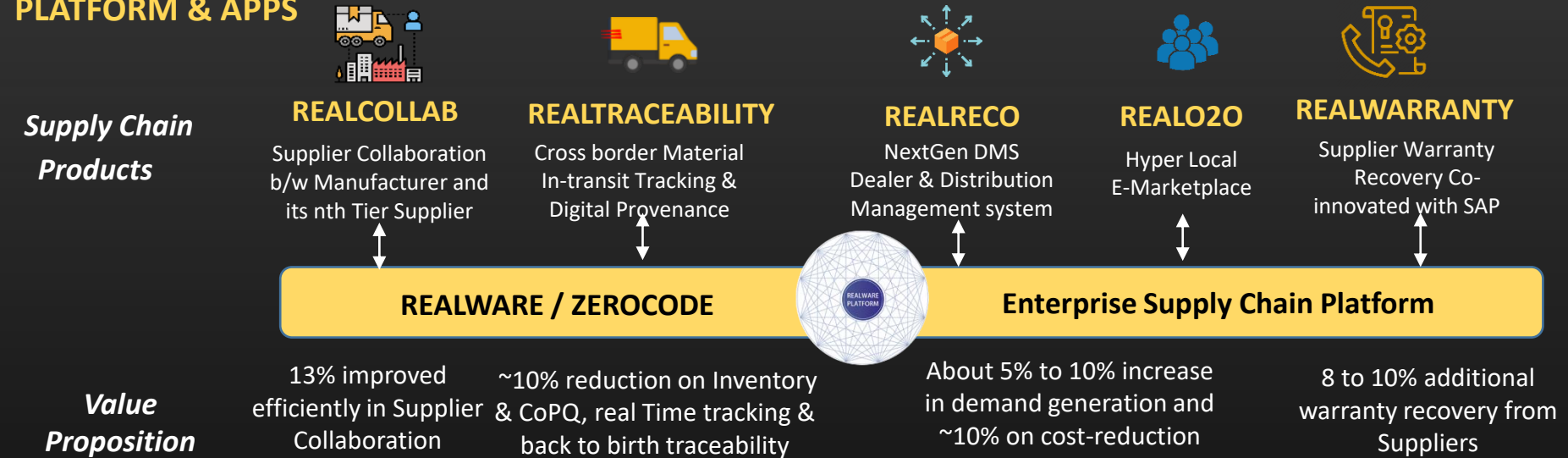
CREDENTIALS



PROBLEM STATEMENT

- Multiparty Collaboration between OEM & Tier 1,2...n Suppliers and Customers

PLATFORM & APPS



SECTORS



STRATEGIC PARTNERS & BLOCKCHAIN PLATFORM COMPATABILITY



And many more... RealWare can connect to all systems / platforms through API connectors for data exchange



Global German Auto OEM



Global Logistics Service Provider (LSP)



Global Japanese Auto OEM

	Global German Auto OEM	Global Logistics Service Provider (LSP)	Global Japanese Auto OEM
Problem Statement	OEM's APAC Dealers / Customers do not have order ETA updates due to multi level aggregation of orders and bulk shipments.	LSP incurs working capital of several million dollars towards OEM / Dealers advance customs and duties payments for cargo clearance.	The average TAT For 1500+ dealers of OEM for stock replenishment is about 2-3 weeks.
Solution Provided	Order / Shipments / Part Track & Trace with Real time ETA update to Dealers / Customers	Global Shipments Tracking / Surface, Ocean, Air Cargo/Customs Payments	Dealer Stock Visibility & Dealer to Dealer Stock Replenishment
Solution Description	This solution is primarily for traceability of the spare part shipment from the OEM's regional distribution center to dealer network spread across 21 countries and used by over 200+ Dealers in APAC region. Solution is live since 12 months.	This solution includes Ordering, Invoicing, Reconciliation, Payment settlements and Reversals especially for transactions involving cross border shipments between Dealer, OEM, LSP & Bank. Some of the functionality is also made available on the mobile application.	This solution provide transparency to Dealer Network on Stock availability, Stock allocation, estimated time of departure, arrival notification including track and trace. This is solution is going to be used by 1250+ Dealers across USA, 250+ Dealers in Canada.
Value Proposition	Dealer / Customer satisfaction with real time tracking of order placed and cuts down manual coronation process between multiple organizations.	LSP's supply chain movements tracked on real time giving customer goods ETA. For LSP it cuts down working capital paid and payment process time from T+7 to T+2 days for custom duties paid in advance for clearance of goods	Just in time inventory levels at dealer & warehouses across US, Canada and Japan. Dealer stock replenishment time is cut down from T+3 week to T+1 week. Better visibility of dealers & warehouse stocks, aggregates shipment orders.

RealReco – Next Gen Distribution Management System



Sales Orders App



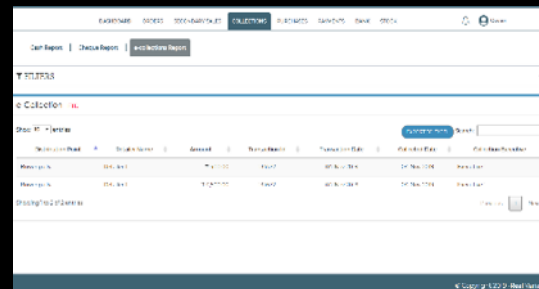
Delivery App



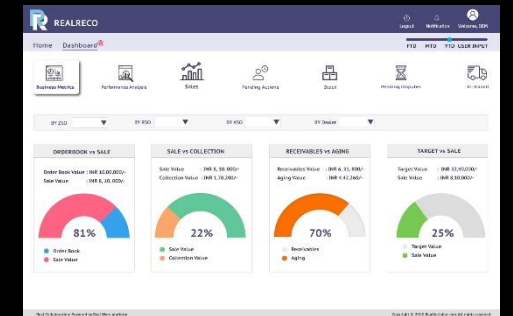
Collections



Web Interface



Customizable Dashboards

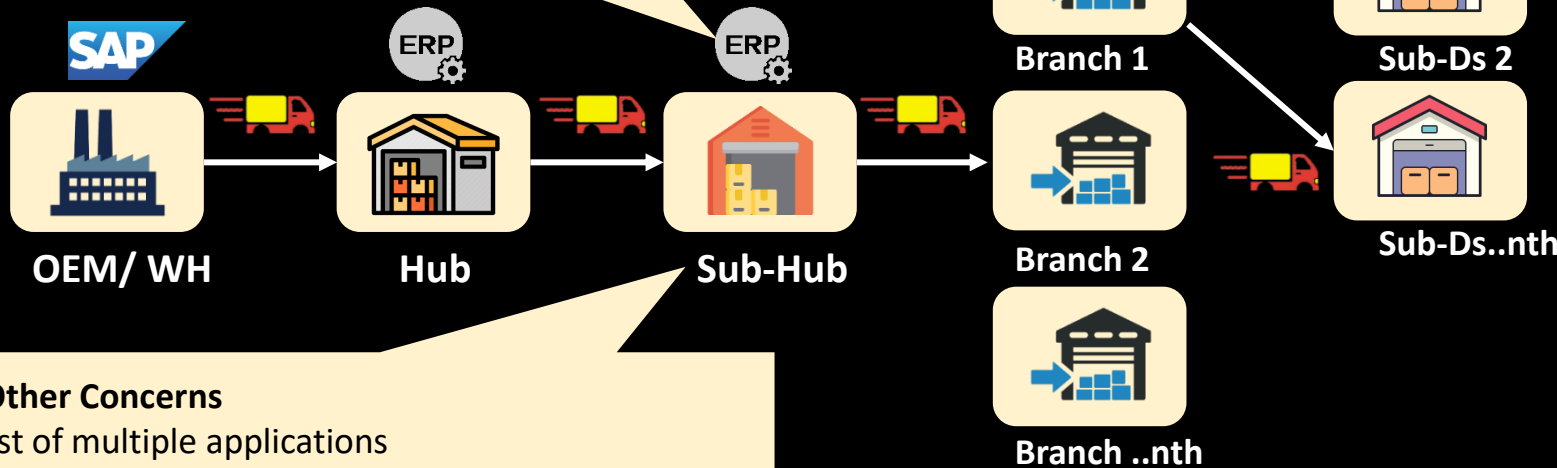


FMCG Industry : Last Mile Supply Chain Problems

No Proper Systems – Branch to Stores

- Inventory – Over or Understocking @ strategic locations
- Order booking aggregation @ multi-stages is excel
- Stock Out – Loss of business, High CoPQ
- Demand fulfillment Visibility – delivery delays
- Real time Secondary Sales data & in-transit goods ETA
- No digital communication btw. OEM & Stores
- Daily Sub D's Cash Balance Reconciliations @ nightmare
- Sub D's cash leakages or rolling by collection staff
- Trade Plans & Financial Transactional Disputes
- Need for Distributor to Stores affordable business tool
- Auditable Ledgers & Records

Current Process

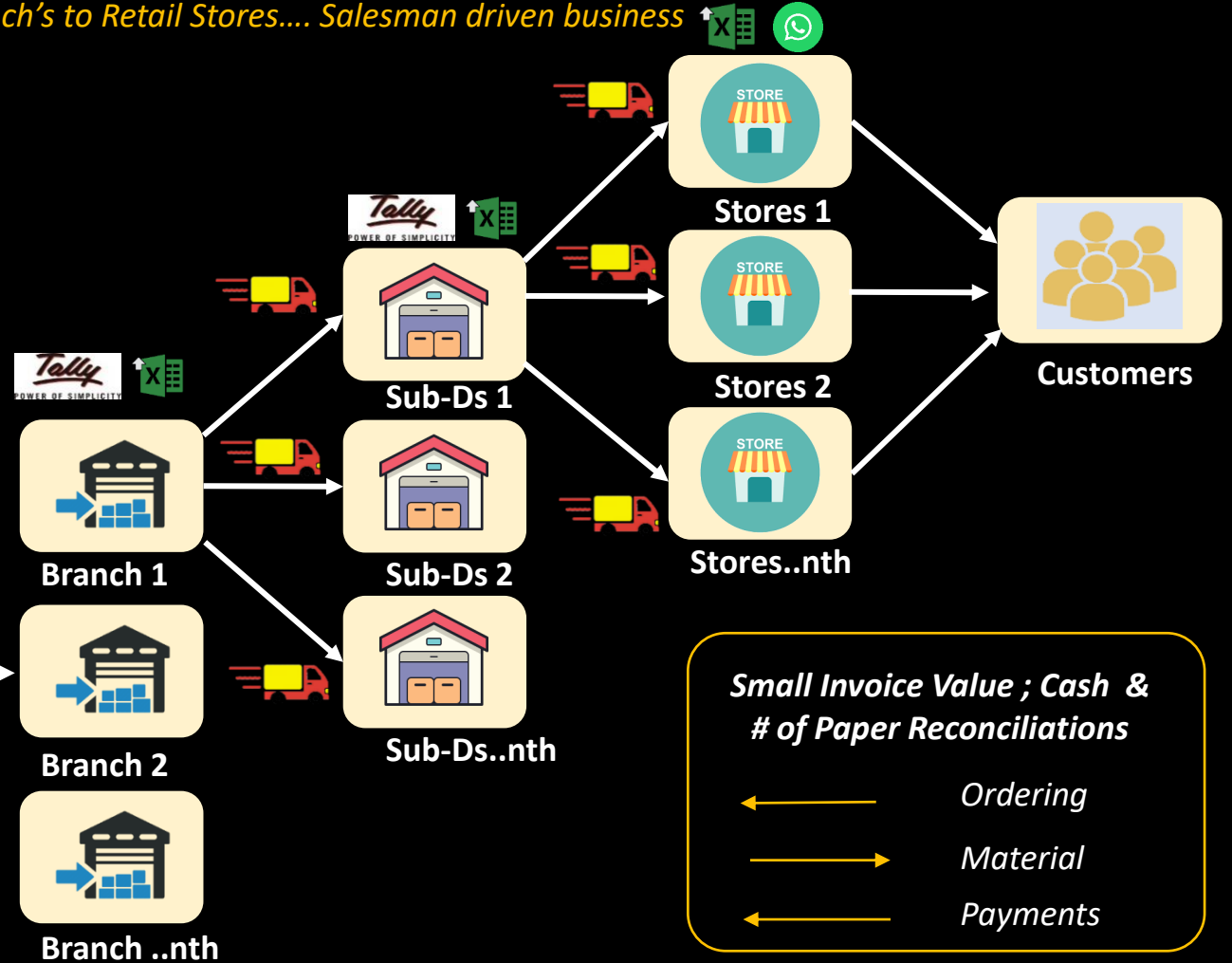


OEM's – Other Concerns

- High cost of multiple applications
- Secured digital open framework
- Demand in contactless selling
- Traditional Vs. O2O Retail stores
- Data Protection & Privacy

Unmet need in last mile “One Digital Platform”

Branch's to Retail Stores.... Salesman driven business

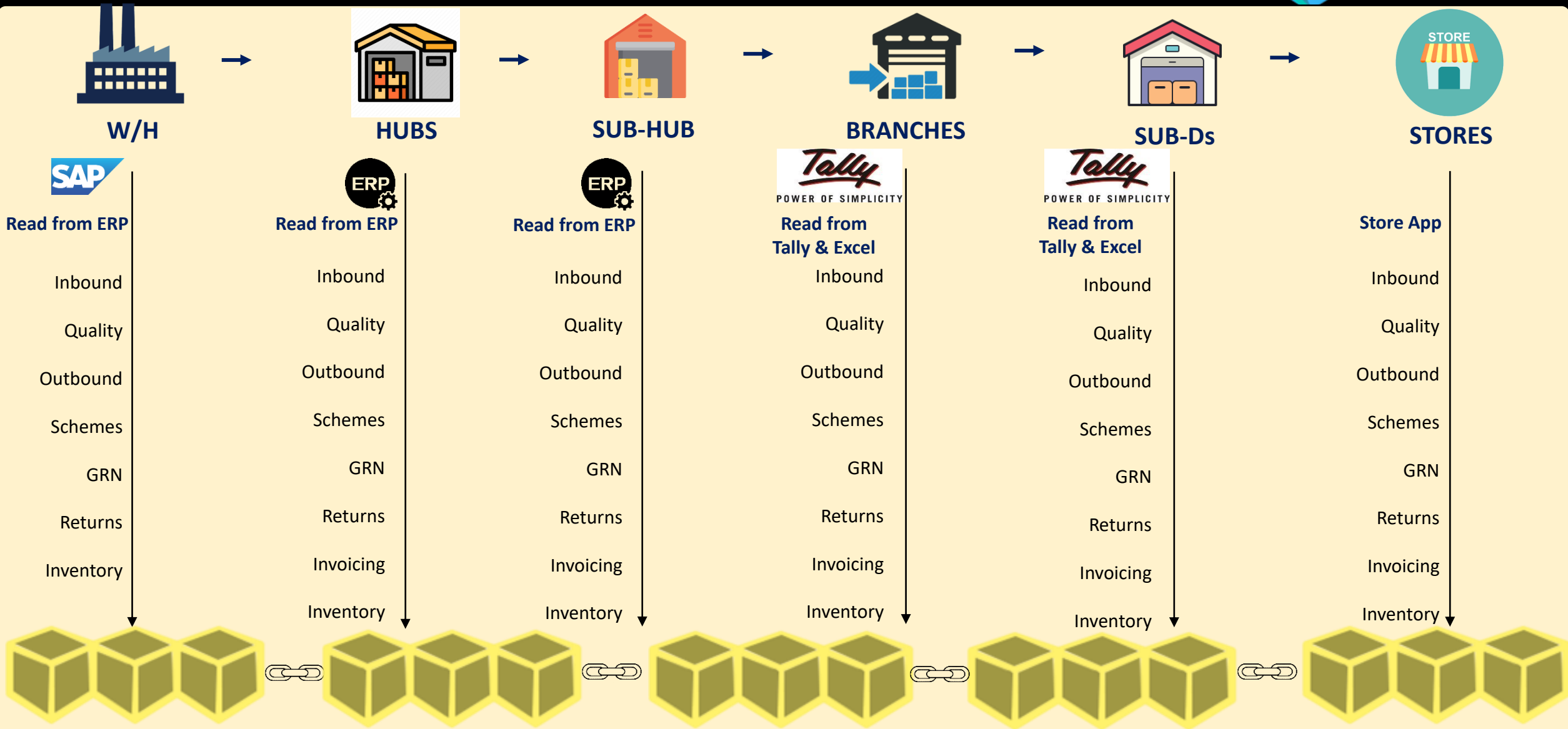


One stop E2E Solution “RealReco”

OEM – WH - Distributor – Branches – Sub-Ds - Retail Stores extendable to Customers

Why Us.....Zero Code Platform & Field proven & Blockchain technology

RealWare Platform : Data Capture from Consortium Partners



Management Can Have Consolidated View of all events happening at each stage

Our Solution Features



- Primary Sales
- Secondary Sales
- Territory Sales
- Stock Outs
- Partial Shipments
- Inventory
- ABC Profiling
- ASN
- Delivery Confirmations
- GRN
- Returns
- Invoicing
- Payments & Collections
- Schemes & Discounts
- Customer Credit Limits

- Order Booking
- Primary Sales
- Secondary Sales
- Stock Outs
- Inventory
- ASN
- In Transit Tracking
- Delivery Confirmations
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- Delivery Confirmations
- GRN
- Returns
- Payments
- Schemes & Discounts
- Customer Credits

Primary Sales

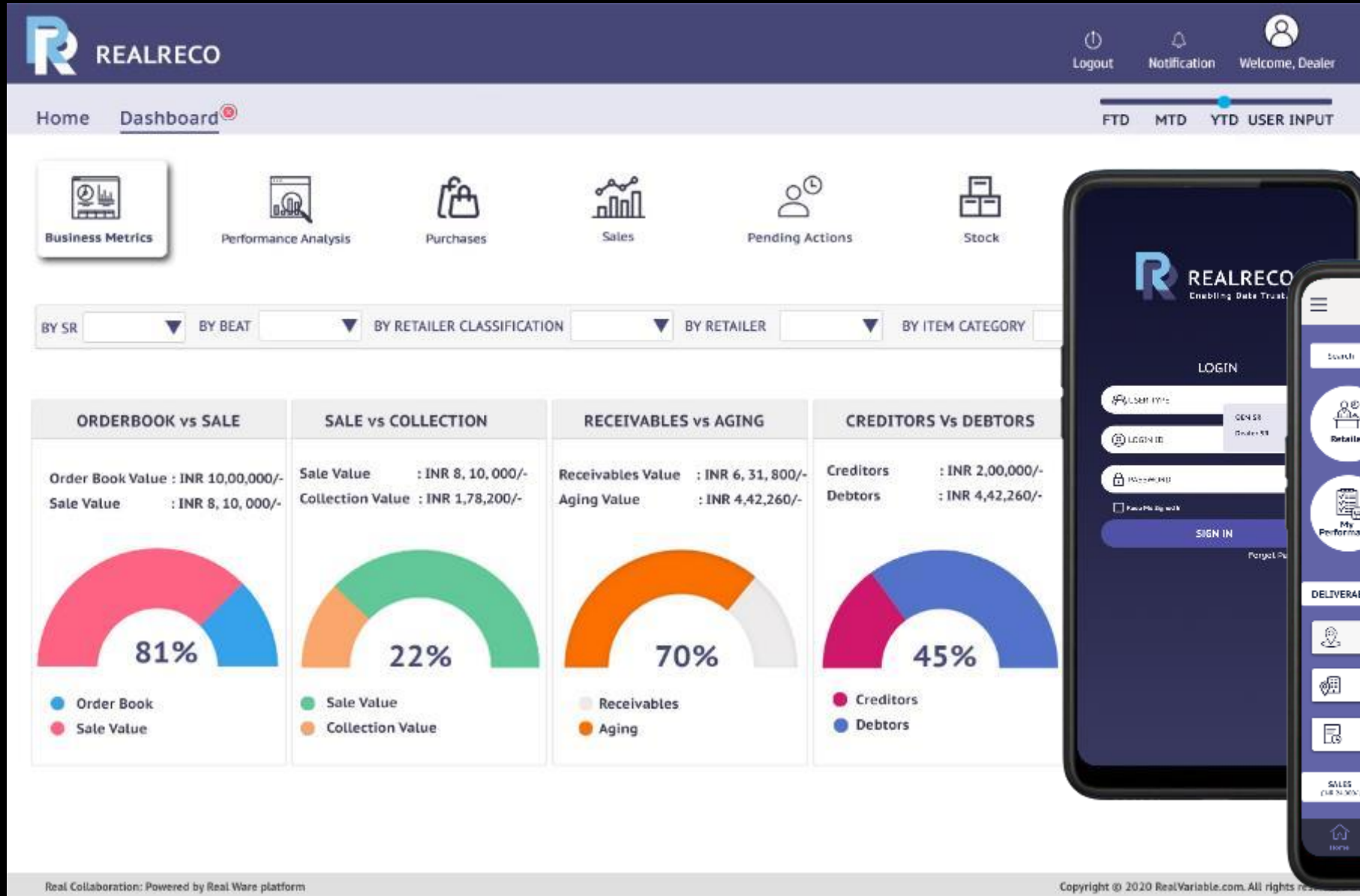
Primary Sales

Primary Sales

Secondary Sales

Secondary Sales





REALRECO | Logout | Notification | Welcome, Dealer

Home Dashboard | FTD | MTD | YTD USER INPUT

Business Metrics | Performance Analysis | Purchases | Sales | Pending Actions | Stock

BY SR | BY BEAT | BY RETAILER CLASSIFICATION | BY RETAILER | BY ITEM CATEGORY

ORDERBOOK vs SALE	SALE vs COLLECTION	RECEIVABLES vs AGING	CREDITORS Vs DEBTORS
Order Book Value : INR 10,00,000/- Sale Value : INR 8,10,000/-	Sale Value : INR 8,10,000/- Collection Value : INR 1,78,200/-	Receivables Value : INR 6,31,800/- Aging Value : INR 4,42,260/-	Creditors : INR 2,00,000/- Debtors : INR 4,42,260/-
81%	22%	70%	45%
Order Book (Blue), Sale Value (Red)	Sale Value (Green), Collection Value (Orange)	Receivables (Light Orange), Aging (Dark Orange)	Creditors (Red), Debtors (Blue)

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REALRECO
Enabling Data Trust

LOGIN

USER ID: [] GENDER: []
 LOGIN ID: []
 PASSWORD: []
 PHONE NO: []

SIGN IN | FORGET PASSWORD



DASHBOARD

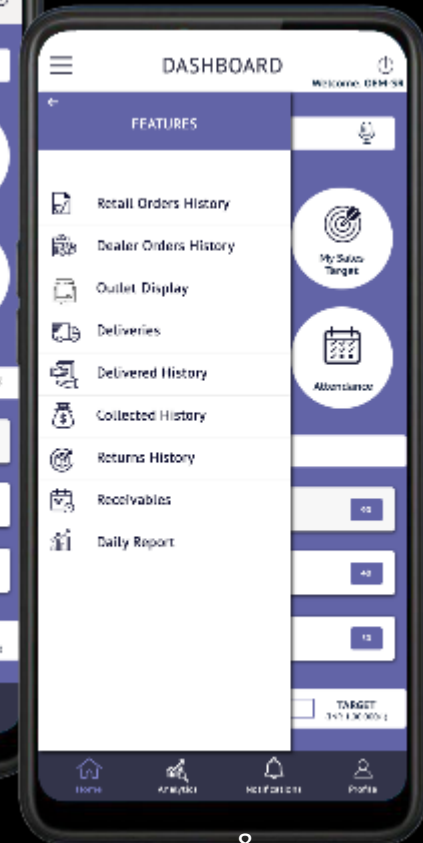
Search

Retailer | Dealer | My Sales Target
 My Performance | Add Customer | Attendance

DELIVERABLES

Total Calls: 10
 Productive Calls: 40
 Pending Calls: 10

SALES (INR 1,00,000) | TARGET (INR 1,00,000)



DASHBOARD | Welcome, DPM SA

FEATURES

- Retail Orders History
- Dealer Orders History
- Outlet Display
- Deliveries
- Delivered History
- Collected History
- Returns History
- Receivables
- Daily Report

My Sales Target | Attendance

TARGET (INR 1,00,000)

Solution Screenshots

REALRECO Home

Logout Notification Welcome, DEM

Search by Item, Supplier, Purchase Order Number, Tracking Number etc...

From Date To Date

Dashboard Order Booking Purchase Order Invoices Deliveries Returns Inventory Schemes & Discounts

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REALRECO Home Dashboard

Logout Notification Welcome, DEM

Business Metrics Performance Analysis Sales Pending Actions Stock Pending Disputes In-Transit

Target Vs Sales Dealer Performance Employee Performance Product Performance

BY ZSD BY RSD BY ASD BY Dealer

PRODUCT PERFORMANCE Show 10 Entries Export Excel Search

Item Category	Item Name	From Date	To Date	Qty. Sold	Revenues	Item Ranking (Qty)	Item Ranking (Revenue)
Bath Soap	ARIEL 500 gms	28-AUG-2020	3-SEP-2020	400 each	INR 50,000	12	5

Showing 1 to 4 of 4 rows

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REALRECO Home Dashboard

Logout Notification Welcome, DEM

Business Metrics Performance Analysis Sales Pending Actions Stock Pending Disputes In-Transit

Order Book Primary Sales Secondary Sales Receivables Collections

INR 10,00,000 INR 8,00,000 INR 6,00,000 INR 5,20,000 INR 1,80,000

BY ZSD BY RSD BY ASD BY DEALER

SECONDARY SALES - INR 6,00,000 Show 10 Entries Export Excel Search

Party Name	From Date	To Date	Secondary Sales	Secondary Order Vs Secondary Sale
RSD 1	20-AUG-2020	25-AUG-2020	INR 20,000/-	Composite Items

Showing 1 to 1 of 1 rows

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REALRECO Home Dashboard

Logout Notification Welcome, DEM

Business Metrics Performance Analysis Sales Pending Actions Stock Pending Disputes In-Transit

Purchase Orders Dispatches Returns Schemes

Count - 100 Count - 40 Count - 30 Count - 30

BY Plant BY Storage Location BY Super Stockist

PURCHASE ORDERS COUNT - 100 Show 10 Entries Export Excel Search

Party Name	From Date	To Date	Pending PO Count	Items In Pending PO's
Plant 1	20-AUG-2020	25-AUG-2020	100	View Items

Showing 1 to 1 of 1 rows

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Solution Screenshots

REALRECO Logout Notification Welcome, CDM

Home **Dashboard** FTD MTD YTD USER INPUT

Business Metrics Performance Analysis Sales Pending Actions **Stock** Pending Disputes In-Transit

BY Plant: [v] BY Storage Location: [v] BY Super Stocklot: [v]

Show: 10 Entries Export Excel Search

Party Name	Item Category	Item Name	From Date	To Date	Opening Stock	Stock Added	Salable Returns	Stock Sold	Closing Stock	Damaged Returns	Expired Returns
Dealer 1	BATH SCANS	B-07	20-AUG-2020	25-AUG-2020	100 units	200 units	100 units	300 units	300 units	100 units	100 units

REALRECO Logout Notification Welcome, CDM

Home **Dashboard** FTD MTD YTD USER INPUT

Business Metrics Performance Analysis Sales Pending Actions **Stock** **Pending Disputes** In-Transit

Invoice Disputes Schemes & Discounts

BY Plant: [v] BY Storage Location: [v] BY Super Stocklot: [v]

Show: 10 Entries Export Excel Search

INVOICE DISPUTES

● Invoice Disputes Count

Party Name	From Date	To Date	Total Invoices	Disputed Invoices	Disputed Value
Dealer 1	20-AUG-2020	25-AUG-2020	45	12	INR 1,00,000

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REALRECO Logout Notification Welcome, CDM

Home **Dashboard** FTD MTD YTD USER INPUT

Business Metrics Performance Analysis Sales Pending Actions **Stock** Pending Disputes **In-Transit**

BY Plant: [v] BY Storage Location: [v] BY Super Stocklot: [v]

Show: 10 Entries Export Excel Search

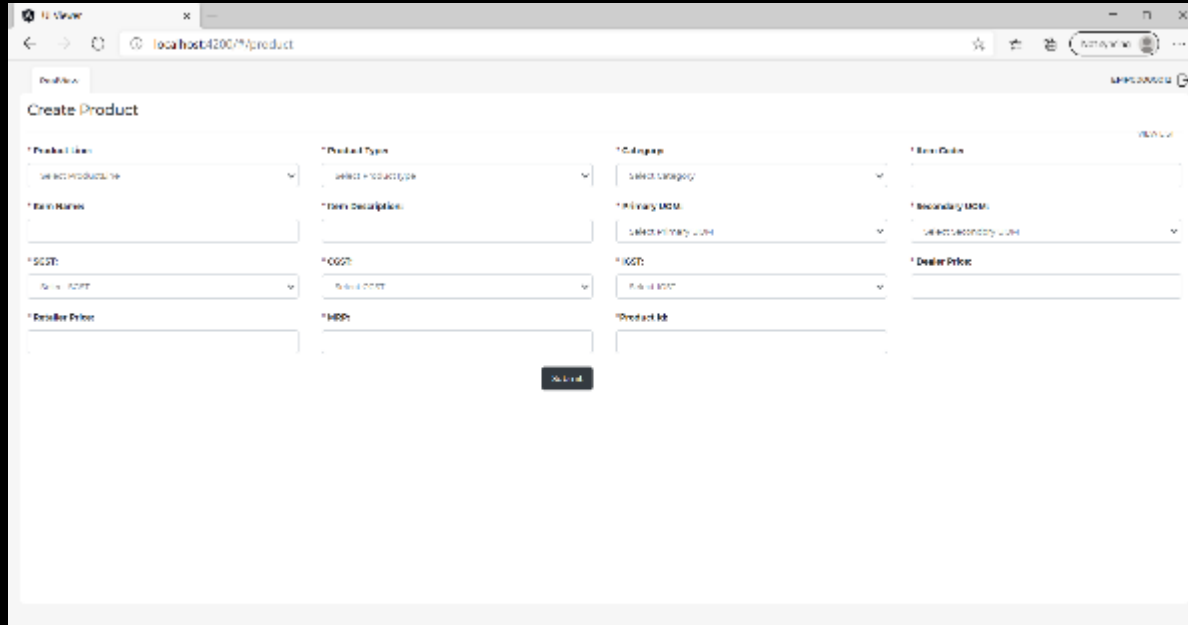
IN-TRANSIT ORDERS

● Orders Count

Party Name	From Date	To Date	Invoice No	Tracking#	Ship to Site	Pickup Date	ETA	In-transit Info
Dealer 1	20-AUG-2020	25-AUG-2020	423560	TR3360	Dealer Address	20-AUG-2020	25-AUG-2020	View

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Solution Screenshots



Create Product

Product Line:

Product Type:

Category:

Brand Code:

Product Name:

Product Description:

Primary UOM:

Secondary UOM:

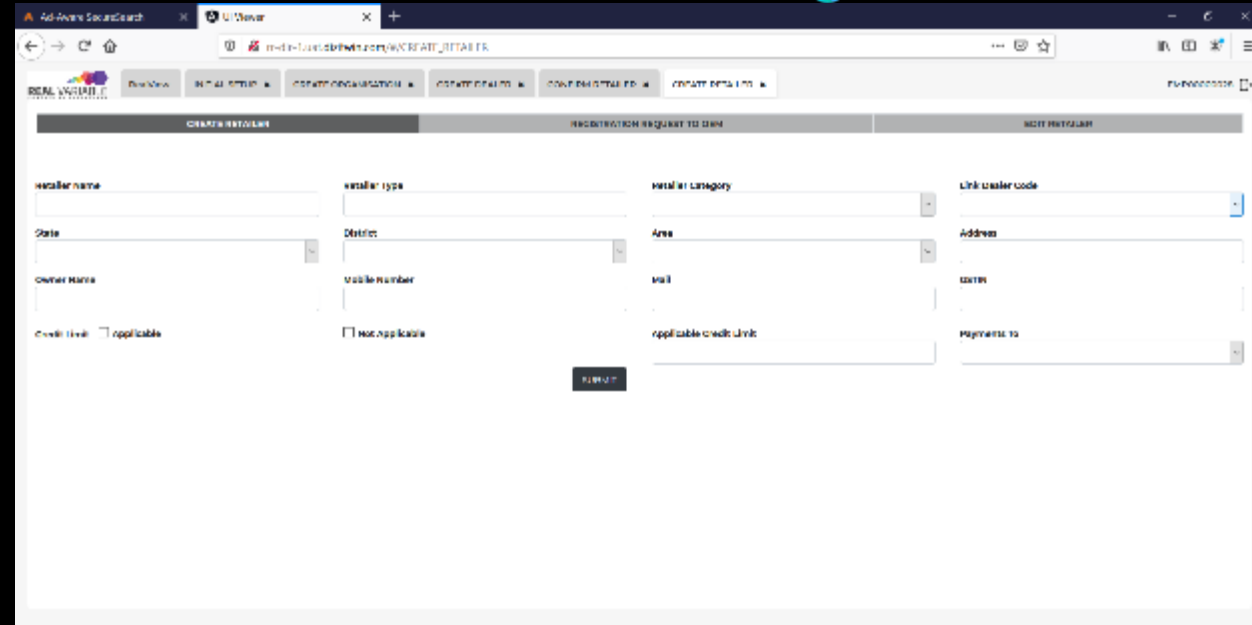
SCD:

MOQ:

Lot:

Dealer Price:

Product ID:



CREATE RETAILER

Retailer Name:

Retailer Type:

Retailer Category:

Link Retailer Code:

State:

District:

Area:

Address:

Owner Name:

Mobile Number:

Mail:

City:

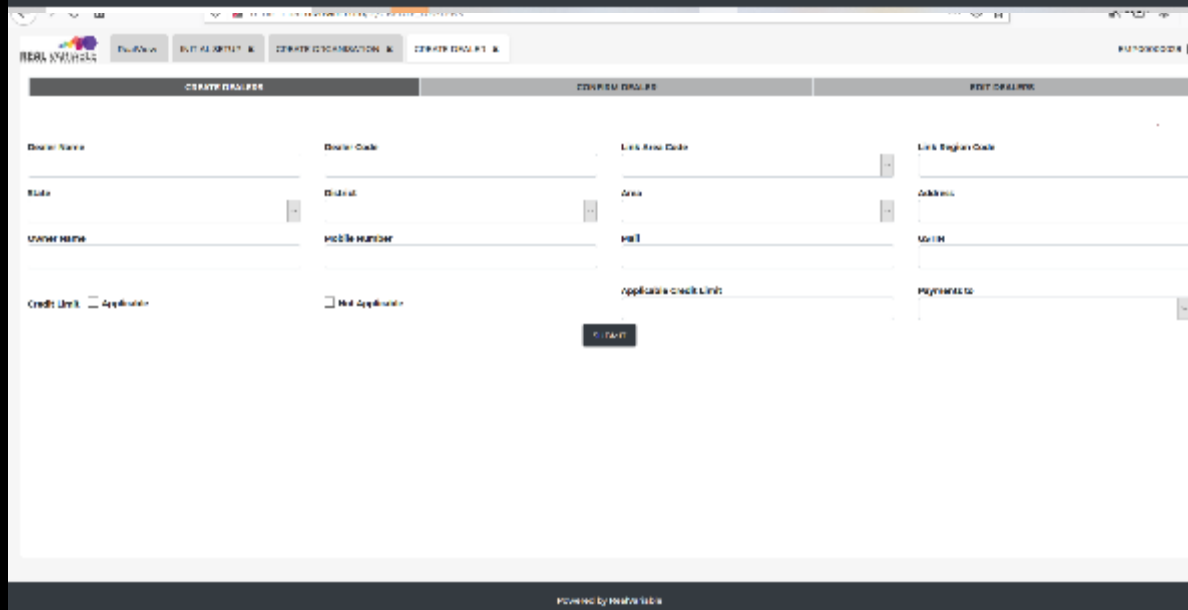
State:

Country:

Credit Limit: Applicable Not Applicable

Applicable Credit Limit:

Payment to:



CREATE DEALER

Dealer Name:

Dealer Code:

Link Dealer Code:

Link Region Code:

State:

District:

Area:

Address:

Owner Name:

Mobile Number:

Mail:

City:

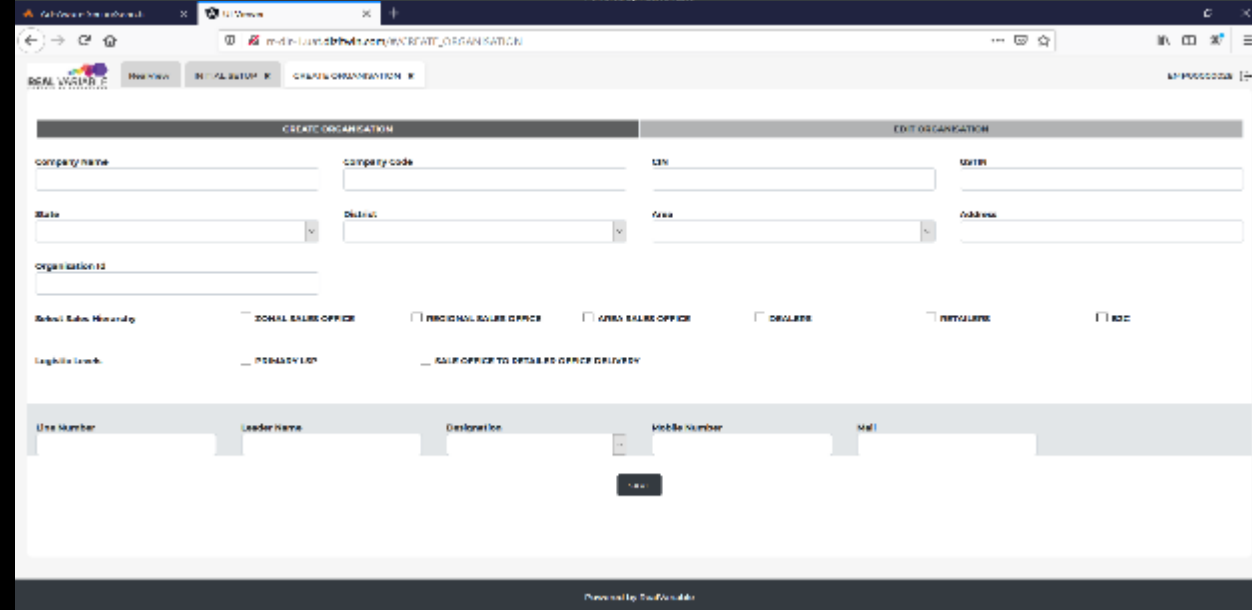
State:

Country:

Credit Limit: Applicable Not Applicable

Applicable Credit Limit:

Payment to:



CREATE ORGANISATION

Company Name:

Company Code:

State:

City:

State:

District:

Area:

Address:

Organisation ID:

Select Sales Method: ZONAL SALES OFFICE REGIONAL SALES OFFICE AREA SALES OFFICE DEALERS RETAILERS BCC

Legisla Level: REGIONAL L1 SALES OFFICE TO DISTRICT OFFICE DELIVERY

User Name:

Leader Name:

Distinction:

Mobile Number:

Mail:



Thank you



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