

Post Production Process Management Solution



Achieve total operational **efficiency**

The current manufacturing sales environment is becoming increasingly complex. Recent trends such as the proliferation of sales channels, changing customer expectations, technology and competitive dynamics are making it more difficult for organizations to effectively align and manage their sales processes.

Bodhtree's post production process management solution offers clients with a competitive edge by streamlining their supply chain, minimizing oversupply, and maximizing profits. The solution reduces the time spent in handling vendor inquiries and makes it easier for you to conduct business. It fast tracks your quote-to-cash process by eliminating bottlenecks and errors, and helps in automating order creation, fulfillment and invoicing.

This cloud-based solution automates the complete post production process allowing firms to provide a better customer experience. Further, it provides greater visibility and enables you to be more responsive to changing customer needs.

Order management capabilities integrate your sales, finance and fulfillment processes—improving quote accuracy, eliminating billing errors, strengthening revenue recognition processes and driving fulfillment accuracy and efficiency.

Key Features



- A single source of truth for sales and finance
- Improve working capital by slashing quote-to-order cycle times
- Real time integrations help unlock back office applications
- Single platform to synchronize customers, contacts, products and pricing

Benefits

- Eliminate tedious manual entry and errors from the sales order entry process
- Ensure timely and accurate sales quotes based on key information
- Access reports about stock movement and product availability from any location
- Improve customer service by providing sales teams with real-time back-office visibility into orders, fulfillment, billing information and much more.
- Seamlessly collaborate across multiple departments
- Strengthen vendor relationships

Case study

A leading textile manufacturing company in India

Bodhtree developed an application on Force.com platform to automate our client's pre and post production processes for their domestic and export businesses. Automated and streamlined their design, planning, marketing, warehouse and production processes. Our solution unifies quotations, orders, packing & invoicing processes onto a single platform. The intuitive user interface encourages user adoption. Our solution combines strong technical architecture with best practices allowing users to save time, efforts and reduce errors. In addition, a custom feature "design evaluation specs" was introduced for their existing fabrics to capture customer requirements in a sophisticated and easy way. Our solution automated their domestic business right from tracking agent purchase orders to stock management.

Solution

- Application on Force.com to automate pre and post production processes
- Centralized database to unify sales data
- Order management for sales, marketing, packaging and shipping departments
- Design evaluation specs feature for existing fabrics
- Sample request management for export marketing

Benefits

- Real-time visibility of business data
- Improved communication and collaboration across departments
- Real-time reports and analytics
- Centralized information in the cloud allows them to eliminate redundancies
- Accurate and timely invoicing
- Measurable ROI
- Eliminates manual processes and recurring administrative challenges