

# Parakh Agro Industries Ltd,

Handling volatile commodity prices



## The Result

Reduce distributor disputes by maintain transparency in pricing



Better stock/inventory visibility reduced stock-outs



Improved margins by better stock planning



## The Problem

- ▶ Frequent issues with distributors to due pricing changes because of price change at MCX (Multi-Commodity Exchange)
- ▶ There was no information at all with respect to secondary sales at distributors end
- ▶ All activity in rural and remote areas,
- ▶ Inventory managed at the distributor's point could not be determined

## Our Solution



### 1. Goes to the outlet

Sales Executive goes to the outlets.

### 3. Take orders thru app

Takes order and prices change intraday.



### 4. Passes order

Passes the orders to distributor and also take stock of inventory.



### 5. Tracking Inventory

Using Distributor Management System (DMS) for tracking inventory,



### 6. Tracking loadout and delivery

For tracking vehicle load-out and delivery



### 7. Tracking discounts & bank transactions

Check discounts and also tracking their banking transaction automation

