



Distribution Manager

Innovative Solutions for the New Millennium

Product Document

Distribution Manager

Makabu's Distribution Manager (DM) is both a web-based and stand-alone application that has been designed for use by organizations that use a network of distributors to supply its products to the market (pharmaceutical companies, FMCGs, industrial product and more). The application automates the processes between the principal company and its distributors that deal with product ordering, product supply, delivery/order tracking, inventory management and invoicing.

How it Works

The Distribution Manager has two major components:

- Supplier Section
- Distributor Section

The Supplier section incorporates extensive order receipt and approval tools including a search facility for specific products across the company's inventory locations and distribution channels. In addition to returns on marketing investment, the Supplier section also generates reports on top performers within distributors, secondary customers, salespersons and products categories and a schedule management facility that may be shared by related individuals.

The Distributor section not only manages the orders that have been placed followed by return approvals received from the company, but also features receipt acknowledgements of on-route consignments. This section also features an invoice and delivery challan generation functionality for all of the distributor's secondary sales and a comprehensive reports generation system that is instrumental as a tool for decision-making.

Technologies Used

- MS SQL Server
- ASP
- ADO
- CDONTS
- VB Script, Java Script
- XML

Benefits

The Distribution Manager allows for accurate tracking of supplier's total inventory across warehouses and all distributors as well as information on secondary sales.

The Distribution Manager provides a standardized mechanism and communication protocol to be used throughout the distributor network..

Features

Real-time update of inventory movement from supplier to distributors and from distributors to end-client.

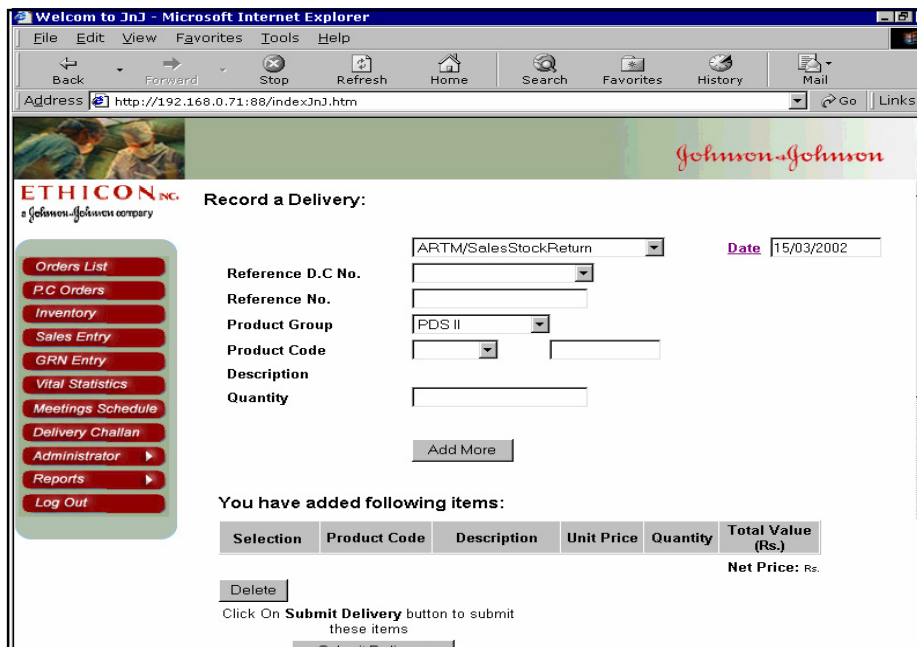
Customizable documents including invoices and delivery challans.

Automated calculation of time-based order fill rate.

Automatic inventory re-ordering capabilities.

Order scheduling and order approval/disapproval capabilities.

Extensive reporting capabilities that show inventory at a distributor, inventory by stock type, sales by agent, sales by end-client.



Makabu Clients

3M

British Petroleum

Carbon Partners

Commerce One

Idea Integration

InfocusWeb

Johnson and Johnson

Kwik-Fit (Ford)

MidEast Online

Peoples Business Network

Pharmacia (UpJohn)

OGS

Sitaro

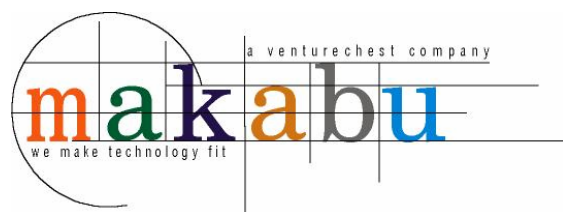
Suplion

Transpolink

VentureChest

WPP

**DM INSTALLED BASE INCLUDES REGIONAL
PHARMACEUTICAL COMPANIES**



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