

Case Study: Candico

Client

Candico, India is a FMCG major in the Indian confectionary market. The company owns popular and successful brands in the country along with having nationwide reach and turn-over of more than Rupees 500 crores (100 Million).

Challenge

The ultimate aim of this project was to provide an effective Enterprise Solution for its primary and secondary sales activities with provisions to scale this application to a full-blown ERP solution. In totality, the challenge was to develop the foundation of a highly customizable enterprise solution, which would take care of all business functions in times to come.

Solution

ISHIR's dynamic business/technical expert team started with a sales automation module under a very tight delivery schedule and developed then deployed the complete solution on-site, ahead of schedule. The highlights of the project include:

- **Security Management:** A module involving a different type of security level, mapping administrations, and user access privileges.
- **Master Information:** This module facilitates the management of sales distribution channels and geographical mapping.
- **Daily Fax Report Data Entry:** This is one of the most important points of data entry in the system and at any given point in time the system will provide the stock level. The users enter all major information about dealers, sales personnel, whole sale, retail and free sale information. The system will also calculate the opening stock and closing stock for each variety (a smallest unit of production).
- **Inventory Management:** Concentrates on all sales, sales return and goods movement from one depot to another depot. This sales system keeps track of all Candico Depots information and the respective stock levels with respect to varieties, brands and categories.
- **Claim Management:** Checks the inventory and manages the various claims made by the dealers and approves the authorized dealer the claimed amount to the respective authorized dealer.
- **Incentive Calculations:** Automatically calculates the Field Force Incentive based on the defined business rules.
- **Reports:** Reports will provide flexibility and wizard-based reports to the user.

Technology

The Technology used in this project is ASP.NET, Visual Basic Dot NET, XML, ADO.NET and was built on Windows Advance Server and using Microsoft SQL as a database. Microsoft Exchange Server can be used for mail related transactions.

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