



REAL VARIABLE

Powered by Blockchain

SUPPLY CHAIN ENTERPRISE APPLICATIONS

E2E SCM digital deep tech automation for multiple industries



REAL COLLAB

*Supplier Collaboration
b/w Manufacturer and its
nth Tier Supplier*

Soln: Links the Manufacturer PO to the nth Tier supplier from order tracking, Advanced shipment note Good Receipt & Inspection perspective.

Value Prop: 13% improved efficiently in Supply Chain Collaboration



REAL TRACEABILITY

*Cross border Material
In-transit Tracking &
Digital Provenance*

Soln: Material in transit Real Time tracking at individual Part/PO to Carton to Pallet level from Source to destination through Air/Ocean/Surface transport

Value Prop: ~10% reduction on Inventory & CoPQ, Real Time delays/part shipment visibility & back to birth traceability



ZERO CODE PLATFORM

*Enterprise SCM platform
powered by Blockchain &
Real Time Actionable App's*

Soln: Single platform across SCM value chain b/w Manufacturer & Tier 1,2...n Suppliers and Customers which seamlessly integrates with ERP's / Systems

Value Prop: 1/3rd Time & Cost to customize a use case which supports ~4500 concurrent transactions / second



REALRECO

*NextGen DMS
Dealer & Distribution
Management system*

Soln: Provides Real Time secondary sales visibility to Manufacturer with digital connectivity to Distributor to Retailer to monitor Order fulfillment, Returns, Claims, Inventory Visibility, Promotions, Payments & Salesforce automation

Value Prop: About 5% to 10% increase in demand generation and ~10% on cost-reduction



REAL WARRANTY

*Supplier Warranty Recovery
Co-innovation with SAP*

Soln: Integrated solution with SAP auto-generates debit notes with batch # /part # supply evidence b/w Manufacturer & Tier 1, Tier 1 & Tier 2.. Tier n Supplier based on approved Warranty Claim and Supplier Contractual Terms using Blockchain Distributed ledgers & Smart Contracts

Value Prop: 8 to 10% additional warranty recovery by OEM's from Suppliers

**Disrupting Business Processes,
One Block at a time...**

**Supply Chain
Enterprise Platform**

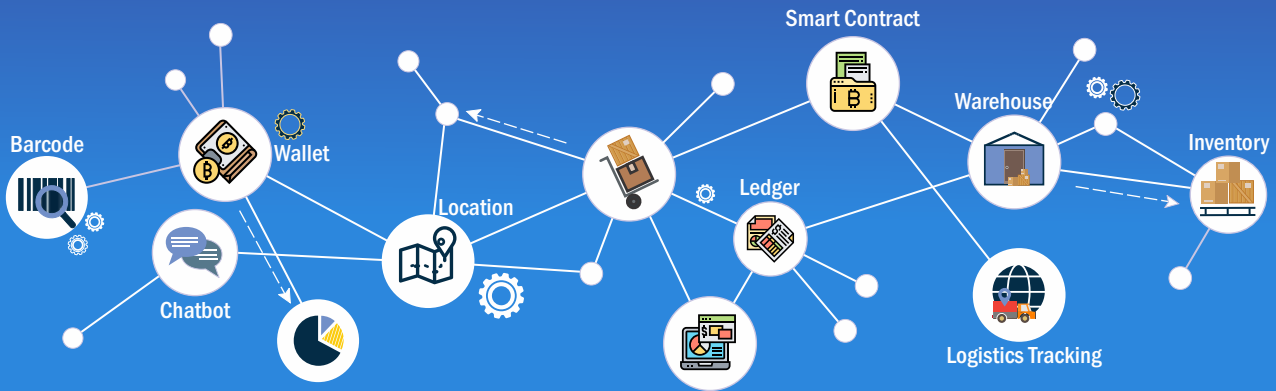
BLOCKCHAIN FOR YOUR BUSINESS

Who We Are

- Founded in 2017, Real Variable is Specialist in Business Transformation Solutions (BTS) leveraging Blockchain solutions to various industry requirements. We are specialized in Automotive, Logistics, Pharma/Healthcare, Aviation MRO and FMCG verticals to name a few.
- We are pioneers in developing Blockchain solutions to varied industry requirements these include custom software development, Product design, quality assurance and support maintenance.
- Built on our proprietary platform RealWare, our solutions consistently delivering optimal solutions for our wide-ranging Global client base providing specialized solutions in Supply Chain Management, Parts Track and Trace, Warranty Management, Digital Provenance, Dealer & Distribution management and Last Mile Digitization.
- We are consistently delivering optimal solutions for our wide-ranging global client base. Leveraging our rich experience in last mile digitalization, Supply chain & Distribution management.
- Due to our unstoppable quest for adapting newer Technologies and innovation we have evolved into a one stop destination offering end-to-end business and technology consultation.

Introduction to Blockchain

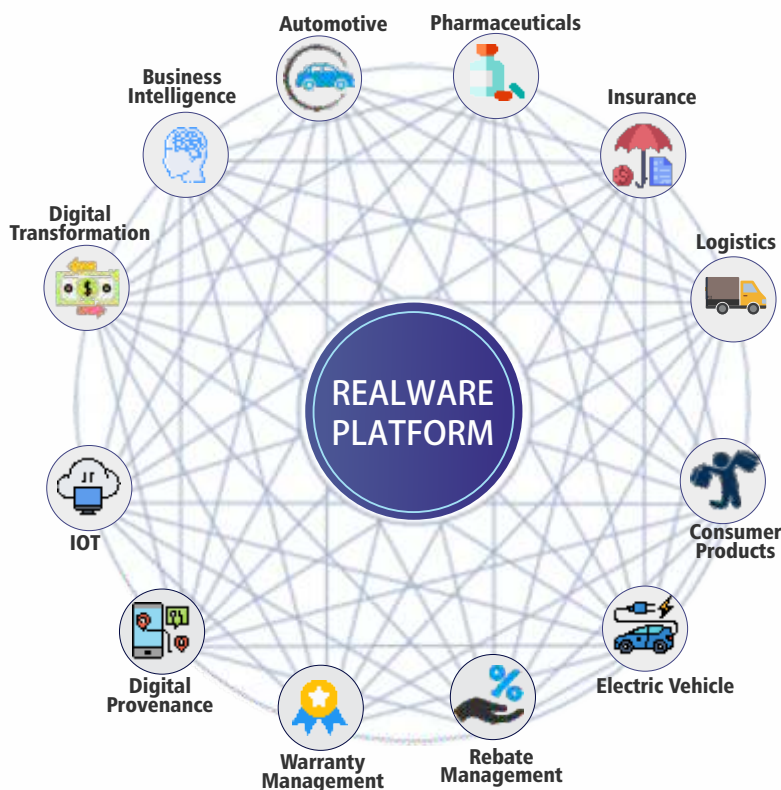
A blockchain is, in the simplest of terms, a time-stamped series of immutable records of data that is managed by a cluster of computers not owned by any single entity. Each of these blocks of data (i.e. block) is secured and bound to each other using cryptographic principles (i.e. chain).



How blockchain technologies help business transformation?

Blockchain provides real-time visibility and transparency of the transactions as they are happening, this view is critical in helping businesses reduce delays and disputes while preventing goods from getting stuck in the supply chain. Blockchain facilitates a single version of truth to transcend across the business value chain, thereby significantly reducing errors, frauds and other impediments that impact the operational efficiency.

RealWare Platform

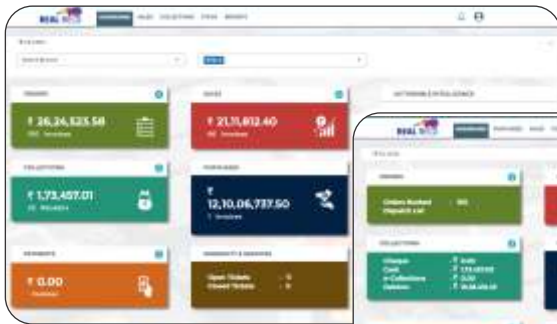


- 5 Private Chains
- 60+ Nodes
- 200+ Party Ledgers
- 600,000+ Events
- 1,000,000 + Parts
- Hybrid networks on cloud & on Premise

RealReco - DMS

Powered by Blockchain

Dealer Dashboard



Accountant Dashboard



Sales App



- Single Source of Truth (Captured Source)
- Primary Order Management
- Order Fulfilment
- Collections Management
- Stock Management
- Field Force Automation
- Secondary Sales Visibility
- Cash Balance Management
- Auditable Ledgers

NxtGen Distribution Management System - Powered by Blockchain

A Comprehensive Distribution Solution to manage Sales, Fulfilment, Receivables & Accounting in Real-Time



Field Operations

Sales Force Automation

- Efficient Order Booking
- Defined Routes & Beat schedules
- Target vs Achievement view

Delivery Management

- Real-time Delivery Tracking (GPS)
- Time-stamped Proof of Delivery
- Crates & Container Tracking

Collections Management

- Efficient Collections
- Collect in multiple modes
- Integrated Payment Gateway
- Time stamped proof of collection

Creates Superior Channel Collaboration



Sales Management

Zone & Route Planning

- Assign Routes to Sales Personnel
- Assign Routes & Beat Schedules
- Track Personnel in Real-time

Orders Management

- Consolidated Retailer Orders
- Verify Credit limit & Overdues
- Approve Retailer Orders

Performance Management

- Secondary Sales Visibility
- Retailer Performance
- Distributor Performance
- Sales Personnel Performance

Realization of Market Opportunities



Finance & Accounts

Receivables Management

- Real-time view of collections
- Multi payment mode view
- Cheque Deposit reminders

Accounting

- Credit & Overdue Visibility
- Party wise auditable ledgers
- Auto Accounts Reconciliation
- Ageing Analysis

Enables Better Revenue Management



Management

Dashboards

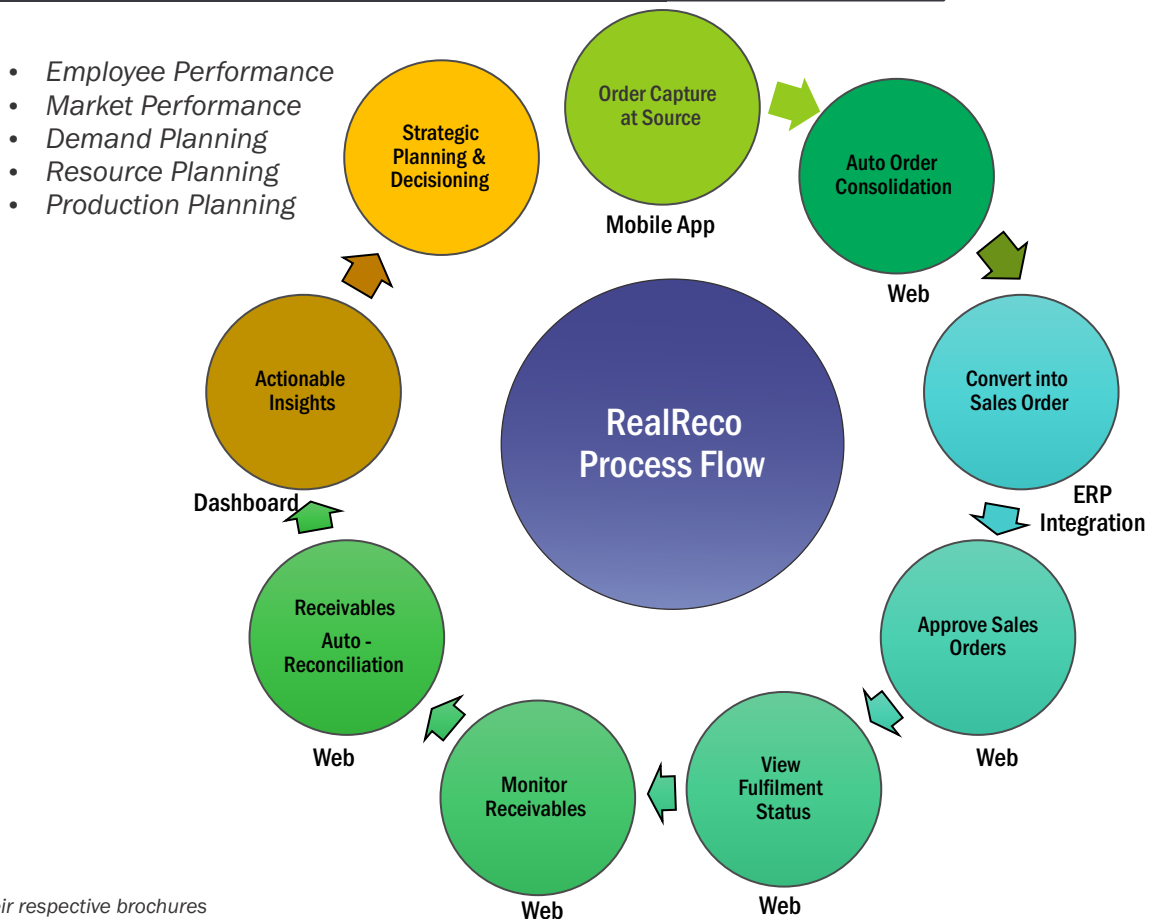
- Realtime view of Operations
- Demand Vs Fulfilment View
- Market wise Performance
- Products & Variants Performance
- Employee Performance
- Marketing ROI
- Product Launch Performance

Actionable Intelligence

- Product Planning Inputs
- Demand Planning
- Marketing Campaign Planning
- Promos & Schemes Planning
- Distributors Assessment

Helps Build an Agile & Nimble Organization

Order to Cash Cycle Process Flow



Improving efficiency – Quality, Speed, Assurance & Cost

The technology behind Blockchain is having a common ledger (of data) that is distributed to multiple parties. This information is shared with all parties via a distributed network without the need for a central authority. A robust consensus mechanism ensures that any changes of data have to be agreed by all parties that are connected. These parties get notified of any changes for approval.

Transactions are created by data changes which because of the nature of the Blockchain any tampering from outside parties which will change the nature of the data itself, alerting all parties. Although all the data sits in the common ledger, only relevant information is seen by relevant parties based on a set of business rules agreed.

1. Trustworthy data – all parties can know the status of a transaction as data is stored on the immutable Blockchain.
2. Prevention of Fraud – anyone tampering with the block chain will be known by players due to the way Blockchains are created.
3. Speed – There is no reconciliation to do by a central controller, as the Blockchain ensures transactions are validated within the business rules itself.
4. Assurance – All transactions are recorded and immutable (can 't be changed) so it's very easy to Audit to find out who did what.
5. Blockchain technology can play a significant role in driving supply chain costs down from warehousing and tracking of good delivery to payment processing by ensuring greater efficiency & transparency in the entire supply chain management system.
6. Due to its decentralized nature, Blockchain removes the need for middlemen in many processes for fields such as payments.

Real Variable - Solution Verticals

Pharmaceuticals

- Product Traceability
- Distribution Management
- Expiry Management



Insurance

- Claims Management
- Reinsurance
- Fraud Detection



Automotive

- Component Traceability
- PO Tracking
- Shipment Tracking
- Warranty Management



Consumer Products

- Distribution Management System
- Accounts Receivables & Reconciliations



Logistics

- Cold Chain Management
- Shipment Tracking
- Warehouse Management



Electric Vehicle

- Digital Identity
- Secured Data Transformation



Our Expertise in Blockchain



Global Clientele

Strategic Partners



GLOBAL AUTO OEM



GLOBAL LOGISTICS CO.

NTT DATA



Unique IT Solutions

dimension data

rpwyzibility



Our Credentials

<https://youtu.be/NqG1gSJI6BM>

<https://youtu.be/KeMGcKn-Eml>