SUPPLY CHAIN ENTERPRISE APPLICATIONS

E2E SCM digital deep tech automation for multiple industries

REALCOLLAB	REAL TRACEABILITY	REALWARE ZERO CODE PLATFORM	REALRECO	REALWARRANTY
Supplier Collaboration b/w Manufacturer and its nth Tier Supplier	*Cross border Material Intransit Tracking & Digital Provenance*	*Enterprise SCM platform powered by Blockchain & Real Time Actionable App's*	*NextGen DMS Dealer & Distribution Management system*	*Supplier Warranty Recovery Co-innovation with SAP*
Soln: Links the Manufacturer PO to the nth Tier supplier from order tracking, Advanced shipment note Good Receipt & Inspection perspective.	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	Soln: Single platform across SCM value chain b/w Manufacturer & Tier 1,2...n Suppliers and Customers which seamlessly integrates with ERP's / Systems	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	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: 13% improved efficiently in Supply Chain Collaboration	**Value Prop: ~10% reduction on Inventory & CoPQ, Real Time delays/part shipment visibility & back to birth traceability**	**Value Prop: 1/3rd Time & Cost to customize a use case which supports ~4500 concurrent transactions / second**	**Value Prop: About 5% to 10% increase in demand generation and ~10% on cost-reduction**	**Value Prop: 8 to 10% additional warranty recovery by OEM's from Suppliers**

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Supply Chain Enterprise Platform
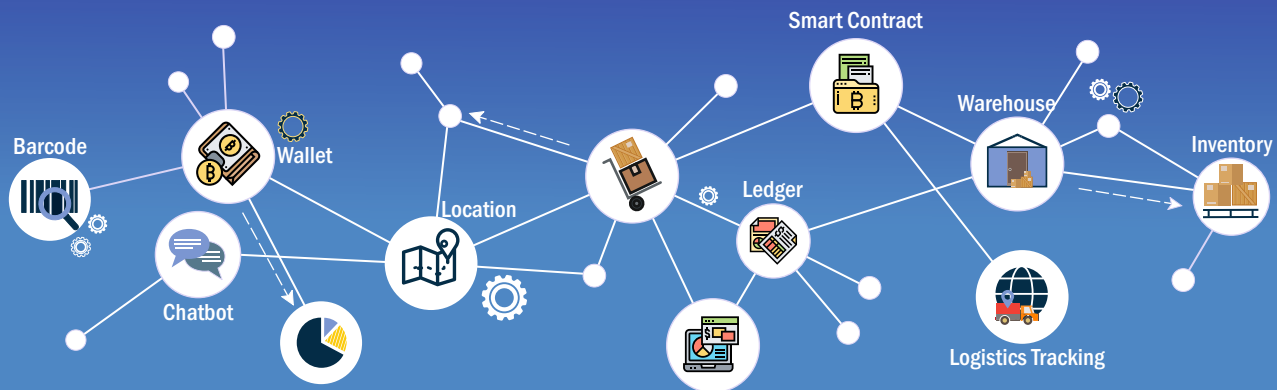
Disrupting Business Processes, One Block at a time...

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 properiatory 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.
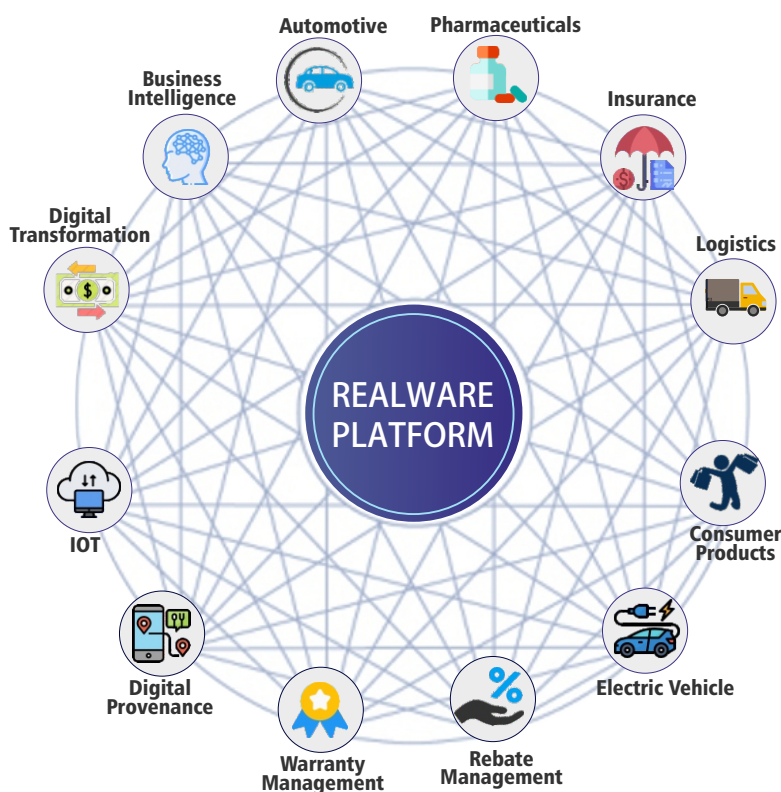
Introduction to Blockchain

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
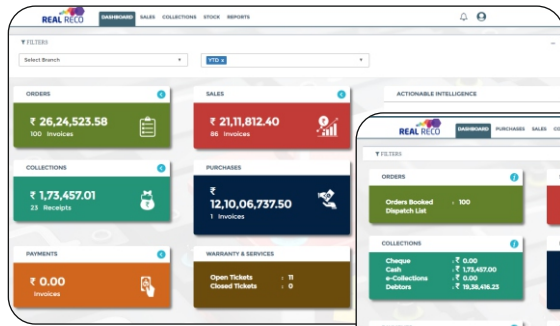

- **5 Private Chains**
- **60+ Nodes**
- **200+ Party Ledgers**
- **600,000+ Events**
- **1,000,000 + Parts**
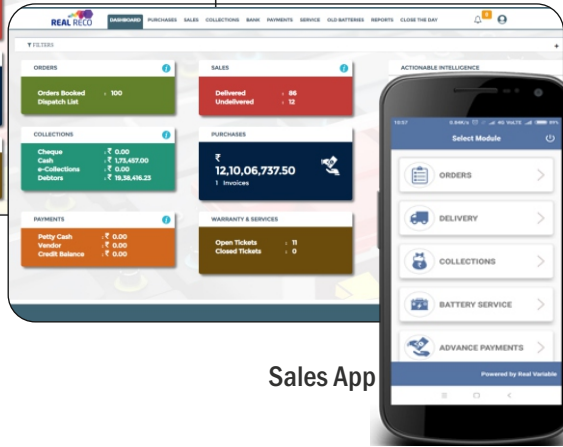- **Hybrid networks on cloud & on Premise**

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*

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*

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*

Management

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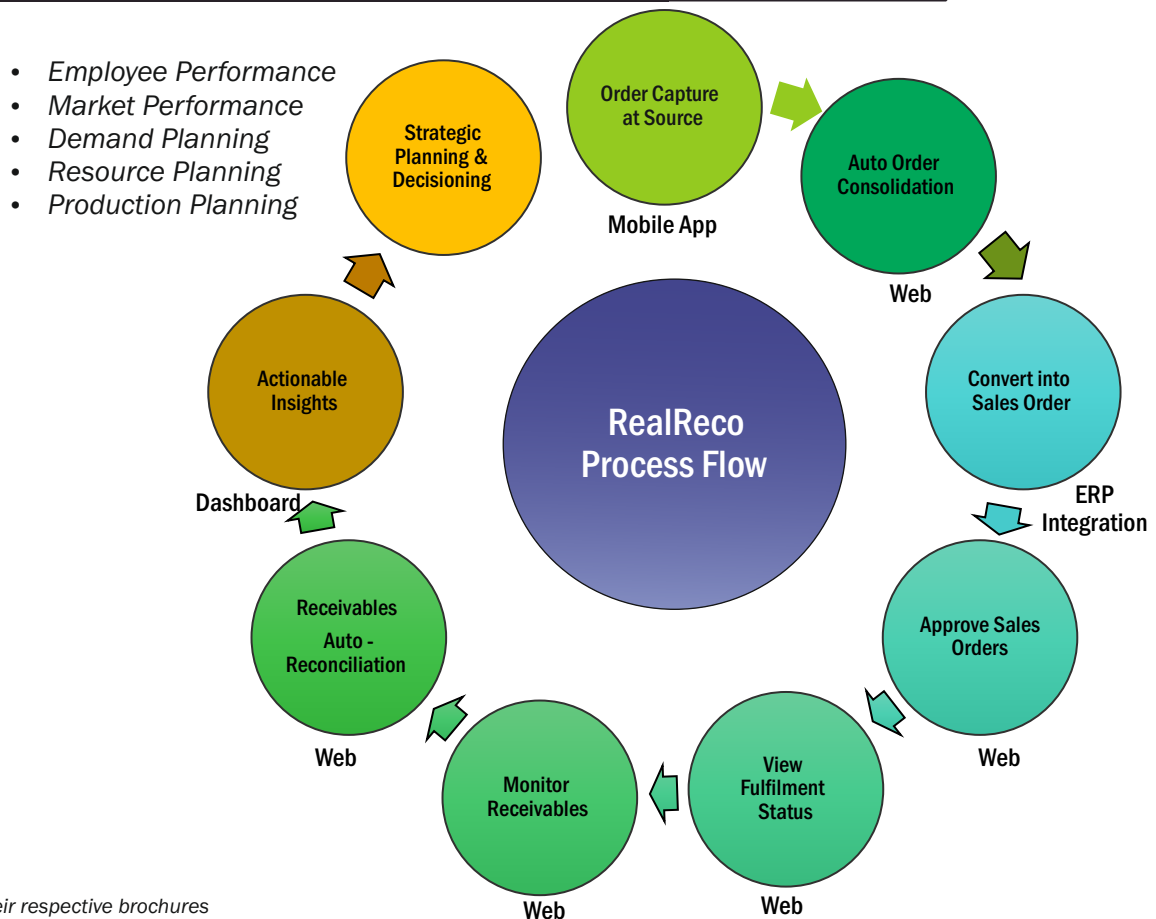- *Product Launch Performance*

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

Creates Superior Channel Collaboration

Realization of Market Opportunities

Enables Better Revenue Management

Helps Build an Agile & Nimble Organization

Order to Cash Cycle Process Flow

- *Employee Performance*
- *Market Performance*
- *Demand Planning*
- *Resource Planning*
- *Production Planning*

Order Capture at Source — Mobile App

Strategic Planning & Decisioning

Auto Order Consolidation — Web

Actionable Insights — Dashboard

RealReco Process Flow

Convert into Sales Order — ERP Integration

Receivables Auto - Reconciliation — Web

Approve Sales Orders — Web

Monitor Receivables — Web

View Fulfilment Status — Web

Disclaimer : As per their respective brochures

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

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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
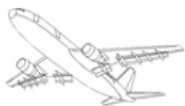- Secured Data Transformation

Our Expertise in Blockchain

MultiChain

ENTERPRISE ETHEREUM ALLIANCE

HYPERLEDGER FABRIC

Global Clientele

GLOBAL AUTO OEM

LOGISTICS MAJOR

GLOBAL WHEELBASE MANUFACTURER

JAPANESE AIR CARGO

TELECOM MAJOR

sresta NATURAL BIOPRODUCTS LIMITED

RADHA TMT 550 STEEL BARS

PFI Tirumala TMT STEEL

Strategic Partners

Microsoft

NTT DATA

SAP

pwc

Our Credentials

https://youtu.be/NqG1gSJI6BM   https://youtu.be/KeMGcKn-EmI

www.realvariable.com