



# Distribution management

Avoid month end incentive computations and reconciliation with dealers/retailers



**IDOS provides automated computations for dealer incentives/ rebates based on complex parameters defined by you and gives you more time to strategize.**

## Real-time report on target v. actual turnover by dealer

IDOS integrates with your existing ERP to receive dealer-wise/ SKU-wise/ geography-wise target and actual turnover details and provides an up to date status of target achievement. Shortfall in targets are promptly notified to dealers and area managers via email alerts to ensure corrective actions are taken without delay.



## Enhance process efficiency in Distribution/ Sales

- Real-time incentive/rebate computation
- Target shortfall alerts to dealers and sales manager
- Multi-layered approval mechanism
- Maintain audit trails
- Add new/ modify existing incentive plans
- Added analytics on turnover, incentives and collections

## Avoid delays in periodic accounts closure

When manual and time-consuming incentive computations are rendered accurate and automated, you get more time to focus on your core business strategies.

## Engage better with dealers

Dealers get real-time view of transaction history with you, monitor turnover shortfalls and incentives accrued to them. By bringing transparency, IDOS ensures your revenue drivers remain happy.

## No compromise on Internal controls

Hierarchical and restricted access to system modules and in-built multi-layered approval mechanism ensures that internal controls and business policies are not compromised with.

## Eliminate month end chaos on incentive computation

**Our customers are primarily the industrial and home appliances dealers/ retailers and we have multiple and complex rebate plans to incentivize them and drive revenue growth. Due to variety and complexity of incentive plans, the manual computations were error prone and time-consuming. There was little track on who had approved a deviation in the plan for a customer/ group of customers. . With IDOS, not only the computations are automated and authorized, we are able to introduce new plans in the existing application with ease.**

## Transparent eco-system ensures enhanced value for your business

## Maintain complete audit trail of approvals and changes made

Multinational Power Tools Company



# IDOS automates your incentive/rebate computations and gives value added BI



## IDOS automation results

- Satisfied businesses and dealers
- 73% reduction in computation time
- Reduced marketing & distribution cost



## Powerful integration with O365 Power BI

- One click data transpose to O365 Power BI
- 92% customers appreciate superior analytics
- Informed = Better = Lucrative

## IDOS Distribution Management

### Our promise to you

Simple and automated incentive computations for dealers and sales personnel

## Sample Screenshot

### Dealer wise revenue/ incentives accrued March-2018

Dealer Name	Region	Revenue-Month	Revenue-YTD	Incentive-Month	Incentive-YTD	% of Revenue
SK Enterprises	North	42,90,569	3,43,24,555	2,31,691	18,53,526	5.4%
ABC Emporium	South	1,05,352	7,37,464	7,164	50,148	6.8%
Furniture Mart	South	2,32,343	8,37,84,555	10,223.09	46,91,935.08	4.4%

## Benefits

- Avoid delays in periodic accounts closure
- Engage better with dealers
- No compromise on internal controls

## Why IDOS?

If you are the kind of person who likes more time on your hands, yet stay on top of your accounts and finance. Join our 12000+ customers for a superior experience.