# Sellerware

with Artificial Intelligence

## Integrated Online-Offline-Online
## Omni Channel ERP

All at one place. All in Sync

**For Complete B2C - B2B Ecosystems**

# Unified Commerce
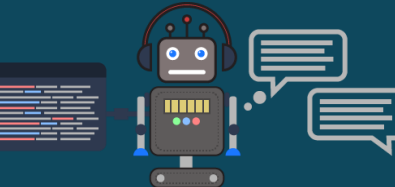
All at one place. All in Sync

# The Future Retail
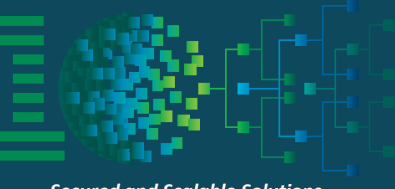
## Available today with Sellerware

### Deliver Experiences

**AI Powered Customer and Business Insights**

**Interactive Voice and Chat Bots**

**Secured and Scalable Solutions**

DEEP LEARNING
NEURAL NETWORKS

**Machine Learning and Artificial Intelligence**

AI Powered Smart Stores

MDM PIM PLM

AI Forecasting and Predictive Retail

| Research Online | + | BUY Buy Online | = | Home Delivery |
| Research Online | + | Buy at Store | = | Deliver at Store |
| Research Online | + | Order Online | = | Store Pickup |
| Research at Store | + | Order Online | = | Home Delivery |

.. and more possibilities with **Sellerware** Omni Channel Retail

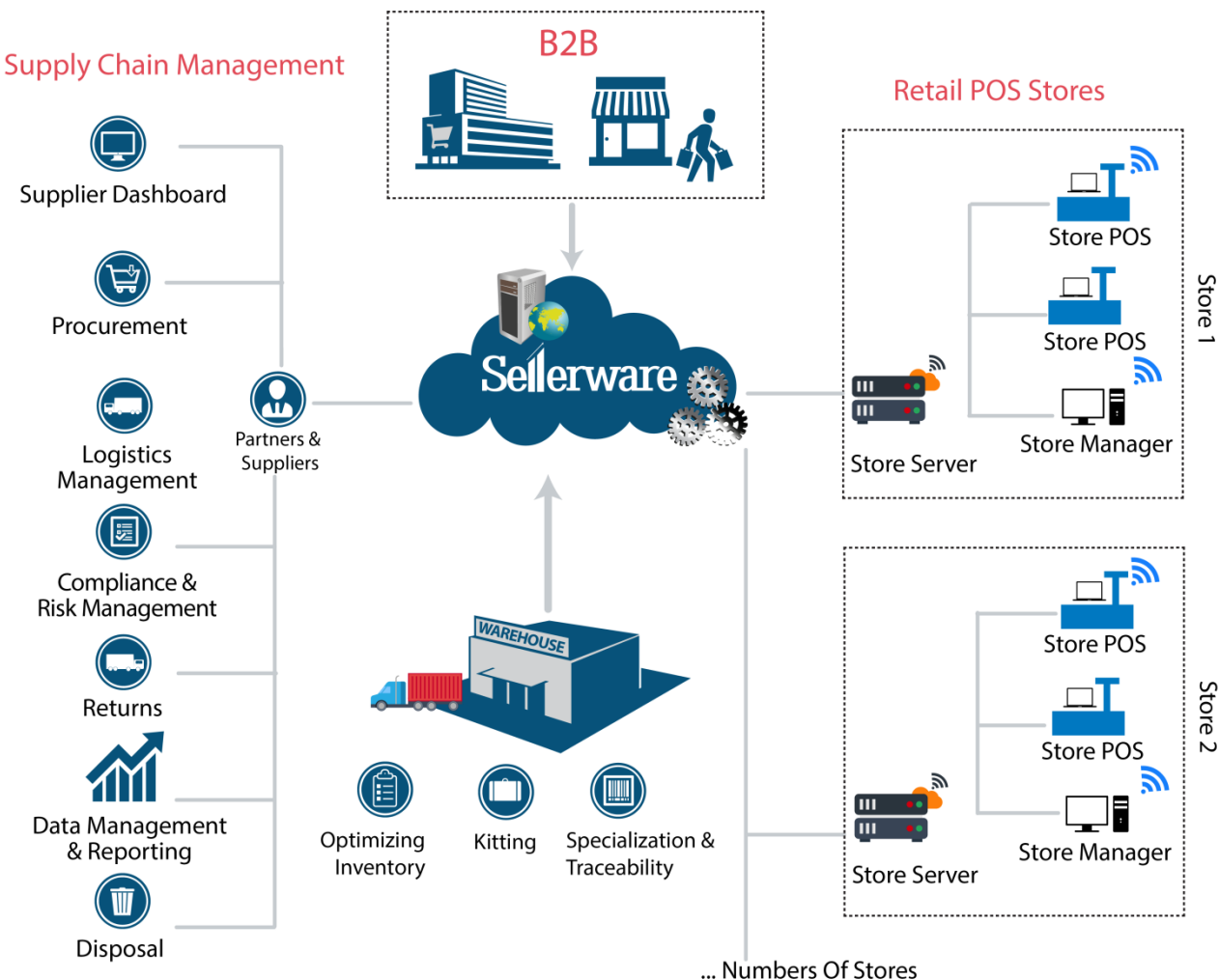# B2B - B2C – SCM – S&D

## Single System for all Trading Partners



Supply Chain Management

B2B

Retail POS Stores

Supplier Dashboard
Procurement
Logistics Management
Compliance & Risk Management
Returns
Data Management & Reporting
Disposal

Partners & Suppliers

Optimizing Inventory
Kitting
Specialization & Traceability

Store 1
Store POS
Store POS
Store Manager
Store Server

Store 2
Store POS
Store POS
Store Manager
Store Server

... Numbers Of Stores

## Supply Chain Management

Automated . EDI compliance . Cloud-based Solution.

- ✓ Data from your trading partners at your fingertips.
- ✓ Instantly exchange Purchase orders, Invoices, Advance Ship Notes , Logistics data and more ..

## B2B Retailing – B2B eCommerce

Quotation. Sale Order. Delivery Note. Sales Bill. Delivery.

- ✓ Anytime-anywhere ordering for your
- ✓ Distribution partners

- ✓ EBOs , MBOs, SOR , Multi level Distribution , Franchisees, Shop In Shop .. etc
- ✓ B2B Pricing tools
- ✓ Quick Order / Reorder tools

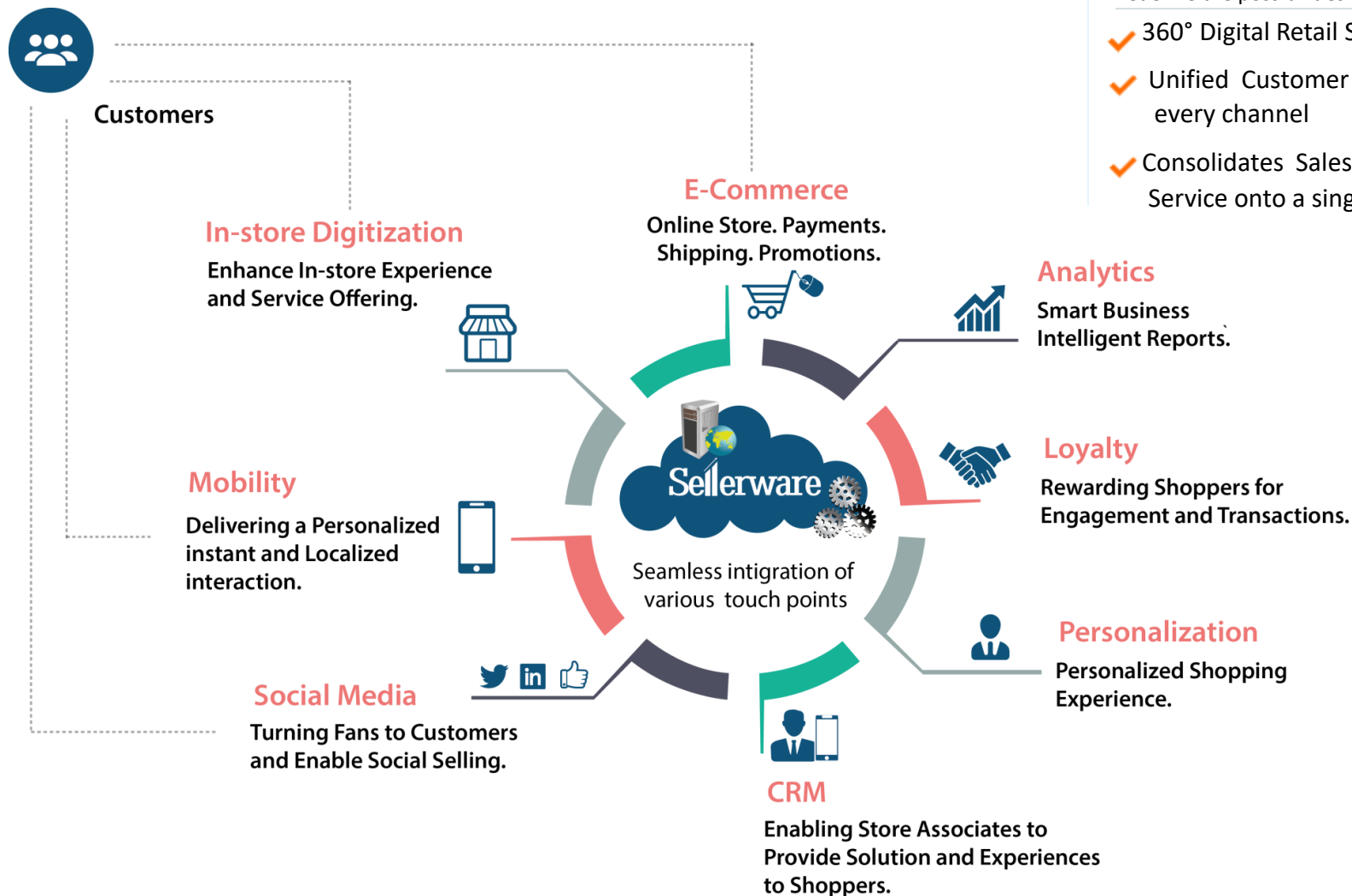  Custom Payment Methods

  Personalized Cross-sell and Upsell

In Sync with Your
     Multiple POS stores ,
          Multiple Warehouses ,
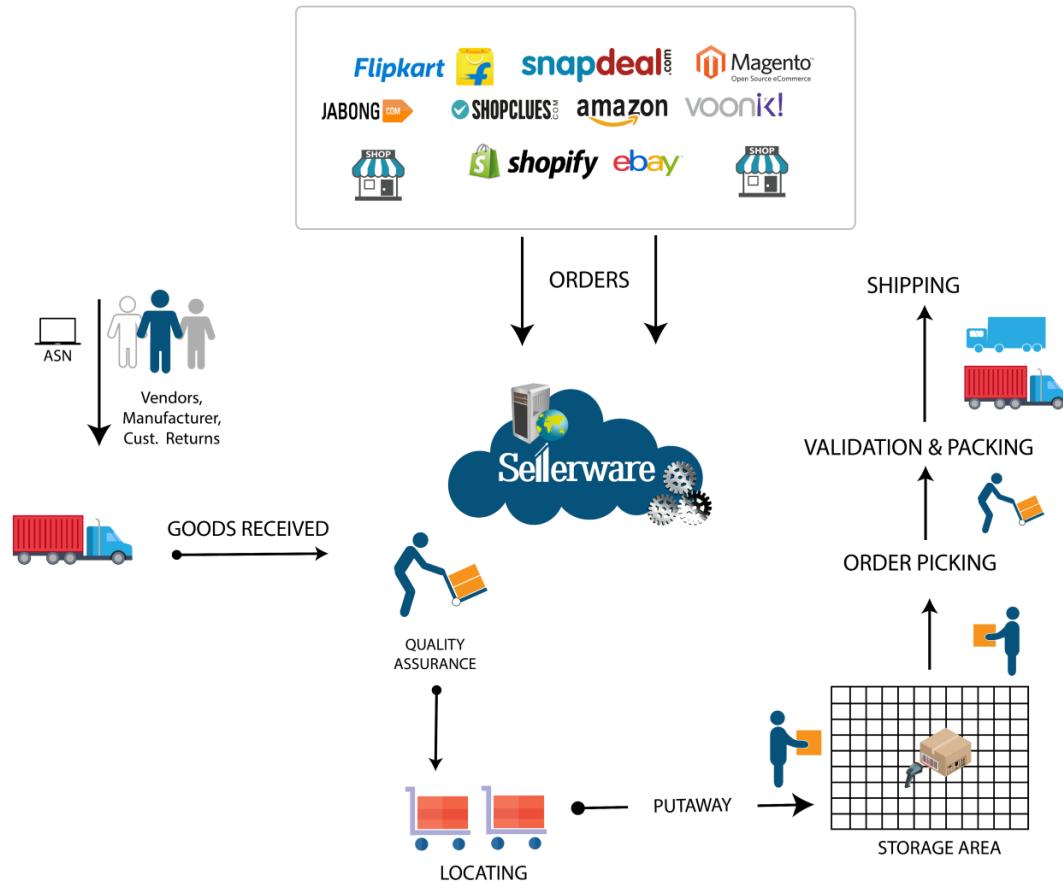               Online Stores

# OMNI CHANNEL

## Omni Channel Commerce

Redefine the possibilities of retail.

- ✔ 360° Digital Retail Solution
- ✔ Unified Customer experience across every channel
- ✔ Consolidates Sales, Management, and Service onto a single platform

**Customers**

**In-store Digitization**
Enhance In-store Experience and Service Offering.

**E-Commerce**
Online Store. Payments. Shipping. Promotions.

**Analytics**
Smart Business Intelligent Reports.

**Mobility**
Delivering a Personalized instant and Localized interaction.

**Loyalty**
Rewarding Shoppers for Engagement and Transactions.

**Sellerware**

Seamless intigration of various touch points

**Social Media**
Turning Fans to Customers and Enable Social Selling.

**Personalization**
Personalized Shopping Experience.

**CRM**
Enabling Store Associates to Provide Solution and Experiences to Shoppers.

# MULTI CHANNEL FULLFILLMENT



## An Extended Warehouse Management

Multiple Options. For Multi Tenancy .

- ✓ Multi-Site Warehouse Management
- ✓ Multi-Customer Inventory & Order Management
- ✓ Multi Commodity Storage
- ✓ Cross docking
- ✓ Custom Barcoding
- ✓ Multiple Units of measure
- ✓ Auto Replenishment Planning
- ✓ Dynamic Reporting

## Manage Multi Tenancy

From Single Application.

- ✓ Fulfillment Center Administration
- ✓ Customer Specific Custom Billing
- ✓ Space Usage Reports
- ✓ Rewards / Loyalty program
- ✓ Support Bar Codes , Serial  Numbers, Resource Management,  Labor management , Material flow

.. and more

### Diagram labels

ORDERS

ASN

Vendors, Manufacturer, Cust. Returns

GOODS RECEIVED

Sellerware

SHIPPING

VALIDATION & PACKING

ORDER PICKING

QUALITY ASSURANCE

STORAGE AREA

PUTAWAY

LOCATING

Fulfillment Center Admin

Seller Specific Billing

Customer Support

Seller Admin Panel

# Smart Stores

### with complete digitalization

**Talking Tabs**

**RFID Barcode Tags**

**Self checkout Kiosks**

**AI Powered Kiosks**

## Best Customer Experience

Omni Channel Kiosks. Talking Tabs. Personalized Experience .

✔ AI-powered conversational personal sales assistant

✔ The most Accurate , Personalized and Relevant information

✔ Customer Centric Retailing – Recommendations

✔ AI Powered Rewards / Loyalty programs

## AI Powered Smart Stores

AI Powered Store . Collaborative Systems. Realtime.

✔ Omnichannel Systems. Realtime Inventory.

✔ Shoppers in-store journey

✔ Proximity marketing

✔ Effective Merchandising

✔ Consolidates  Sales, Management and  Service

✔ Reward and Retain Your Best Consumers … more ..

# DATA MANAGEMENT

## MDM PIM PLM

### DATA SOURCES

**Vendor Feeds**

**Manufacturers**

**Marketplaces**

**Agencies**

**Copywriters**

**Social Media**

### ENTERPRISE DATA

**Supply Chain Management**

**CRM Systems**

Sellerware

**Warehouse management**

**Data Warehouse**

**ERP System**

### DATA USAGE

**Marketplaces**

**Retail Stores**

**Direct Print**

**Online Stores**

**Mobile**

**Online Marketing**

# BUSINESS ANALYTICS



## AI Powered Business Data Insights

Interactive Reporting . Talking Bots. Chat Bots

- ✓ Make an impact with Your Data.
- ✓ Any data, any way, anywhere, all in one view
- ✓ Consolidates Sales, Management and Service Analytics onto a single platform.
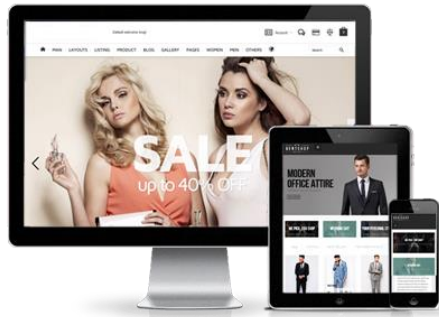- ✓ Interactive Dashboards and powerful Business Data Insights

## AI Powered Customer Data Insights

Fast Analytics. Ease of Use. Smart Dashboards

- ✓ Ultra Personalized Customer Analytics
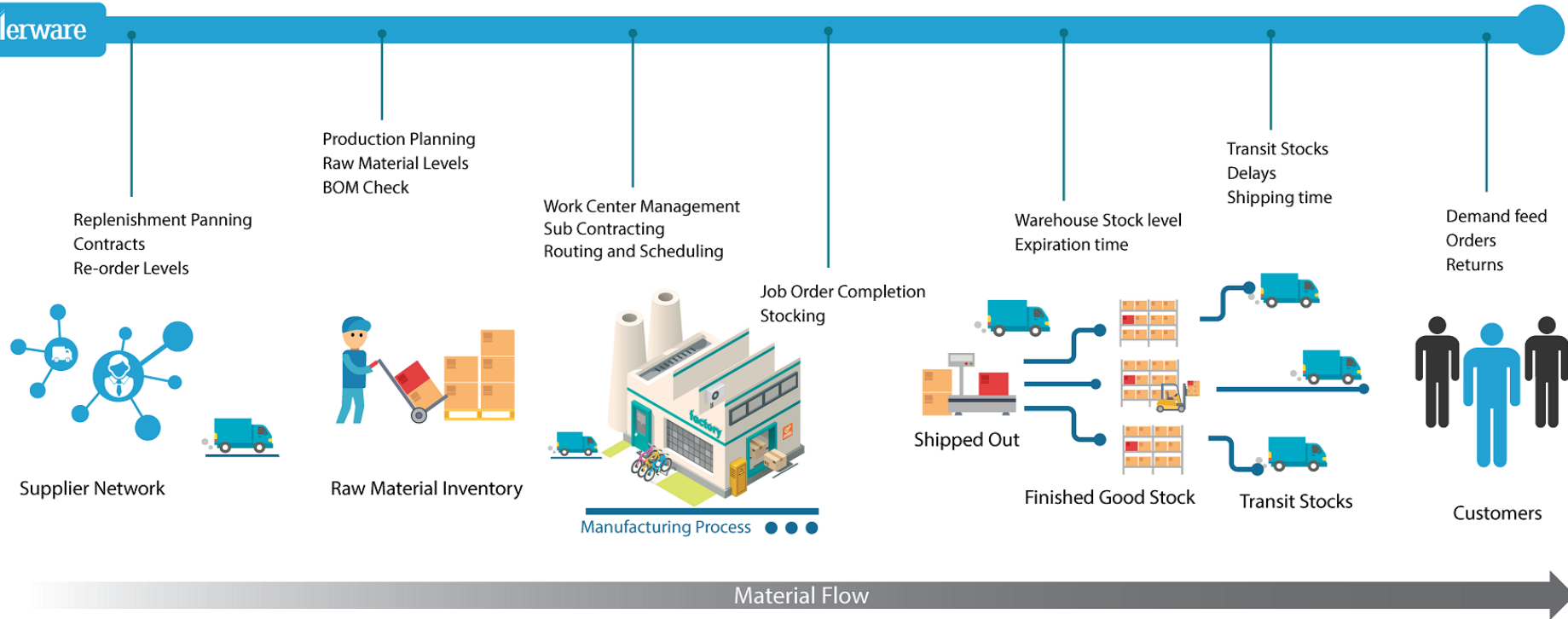- ✓ Make Sense Of Your Data and Understand Consumers

# MANUFACTURING



**Replenishment Panning**
Contracts
Re-order Levels

**Production Planning**
Raw Material Levels
BOM Check

**Work Center Management**
Sub Contracting
Routing and Scheduling

**Job Order Completion**
Stocking

**Warehouse Stock level**
Expiration time

**Transit Stocks**
Delays
Shipping time

**Demand feed**
Orders
Returns

Supplier Network

Raw Material Inventory

Manufacturing Process ● ● ●

Shipped Out

Finished Good Stock

Transit Stocks

Customers

Material Flow →

## Production Planning

Based on Sales Forecast . Reorder Levels.  Backorders.

✔ Automated Replenishment Planning .

✔ Material Requirements Planning (MRP)

✔ Master Production Schedule (MPS)

✔ Supply Chain Planning

## Manufacturing Process

Automated . EDI compliance . Cloud-based Solution.

✔ Bill Of Materials (BOM)
Processes and Routings
Production Job Orders
✔ Scheduling
Work Center Management
Machine Center Management
Sub Contracting

# STORE POS
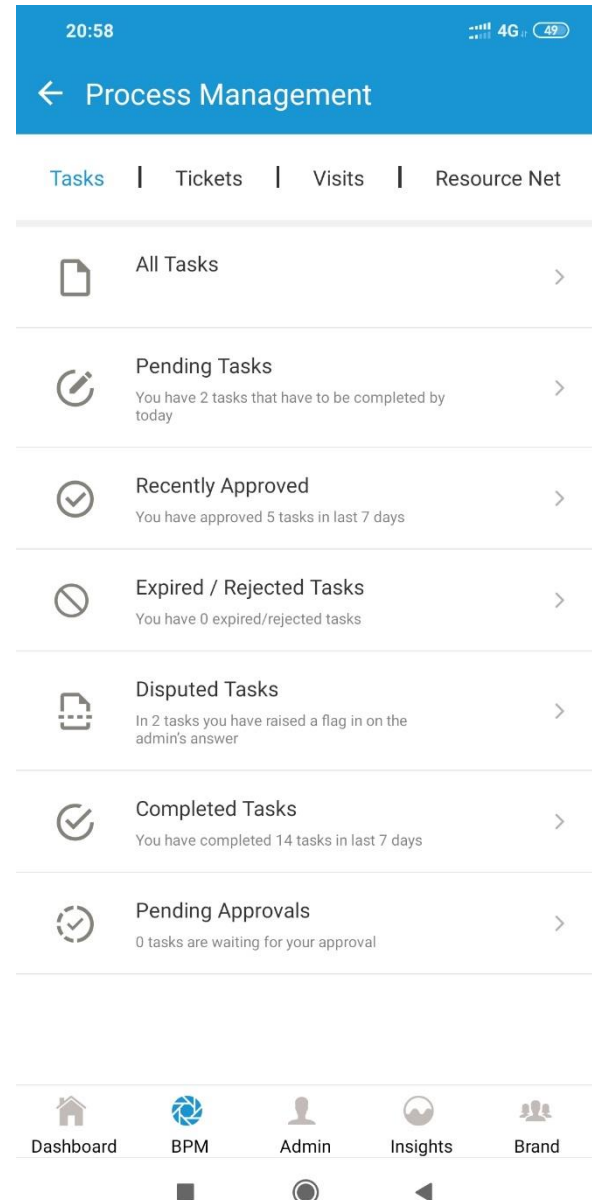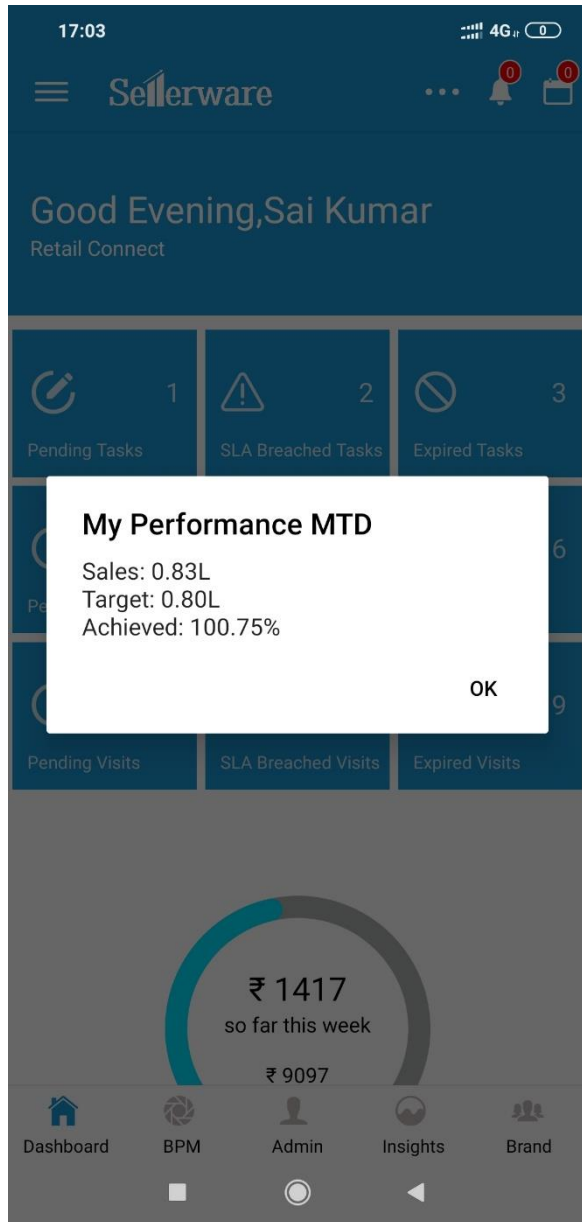## Multi Terminal POS Systems

Available in : Desktop POS & Cloud POS Versions

- ✔ Multi Store Management
- ✔ Omni Channel Fulfillment
- ✔ Store Inventory Management
- ✔ Central Warehouse Management
- ✔ Purchase and Re-Order
- ✔ Stock Replenishment
- ✔ Retail Analytics
- ✔ Promotions Management
- ✔ In-Store Customer Engagement
- ✔ CRM and Customer Loyalty
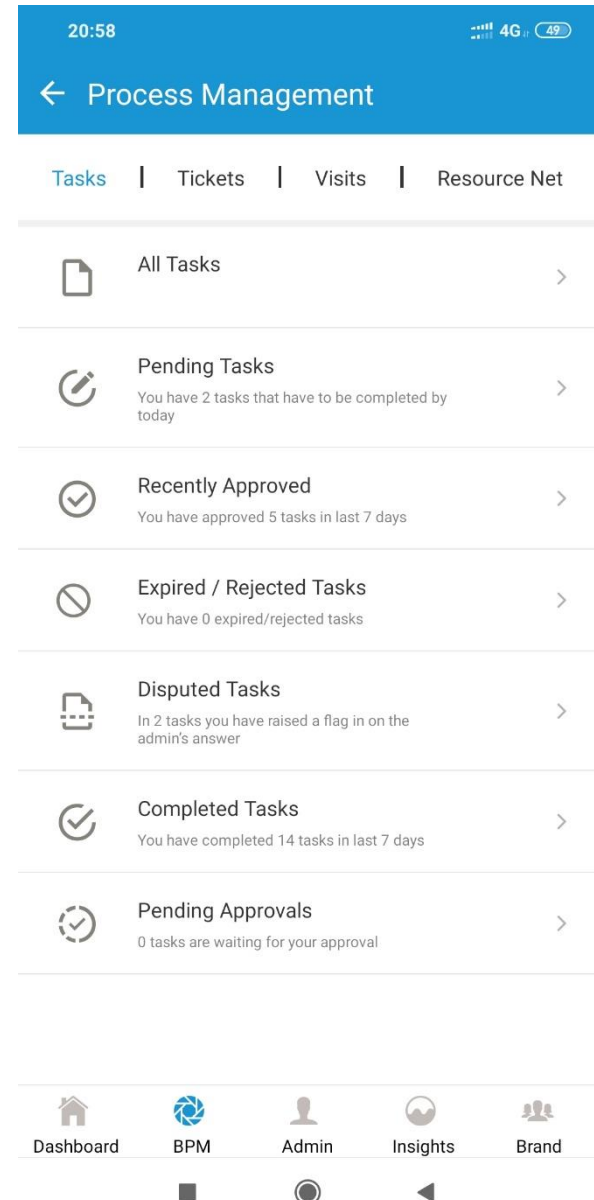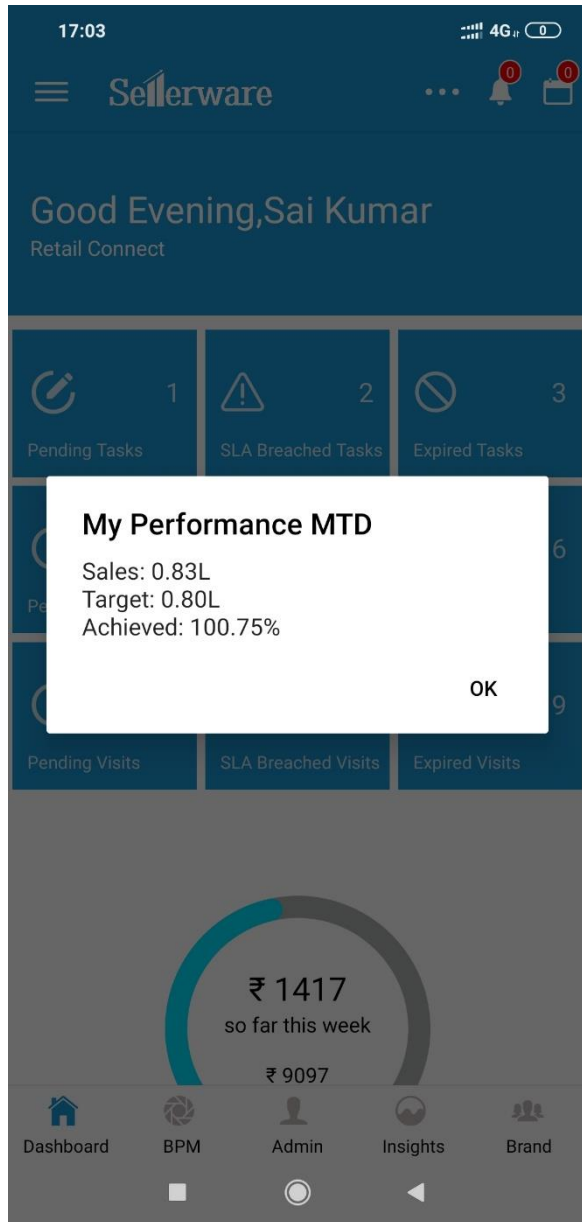- ✔ Home Delivery, Take Away Services
- ✔ Exchange Products

... many more

# Retail App



17:03    4G 0

☰  Sellerware  ···  🔔 0  📷 0

Good Evening,Sai Kumar
Retail Connect

| ✏ 1 | ⚠ 2 | ⊘ 3 |
| Pending Tasks | SLA Breached Tasks | Expired Tasks |

**My Performance MTD**

Sales: 0.83L
Target: 0.80L
Achieved: 100.75%

OK

| Pending Visits | SLA Breached Visits | Expired Visits |

₹ 1417
so far this week

₹ 9097

🏠 Dashboard   🌀 BPM   👤 Admin   🌄 Insights   👥 Brand

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20:58    4G 49

← Process Management

**Tasks**  |  Tickets  |  Visits  |  Resource Net

📄 **All Tasks**  >

✏ **Pending Tasks**  >
You have 2 tasks that have to be completed by today

✓ **Recently Approved**  >
You have approved 5 tasks in last 7 days

⊘ **Expired / Rejected Tasks**  >
You have 0 expired/rejected tasks

📄 **Disputed Tasks**  >
In 2 tasks you have raised a flag in on the admin's answer

✓ **Completed Tasks**  >
You have completed 14 tasks in last 7 days

◔ **Pending Approvals**  >
0 tasks are waiting for your approval

🏠 Dashboard   🌀 BPM   👤 Admin   🌄 Insights   👥 Brand

# Task Calendar

# Mobile Insights

# CRM



**Technical Support**

**Sales Support**

**Marketing**

**Customer Service**
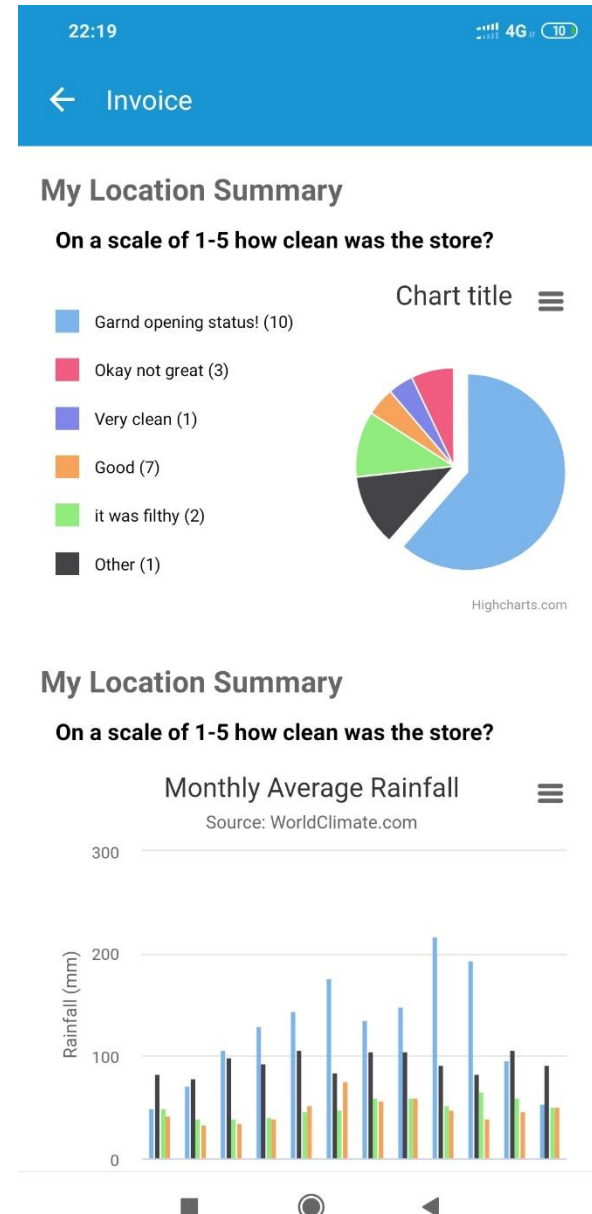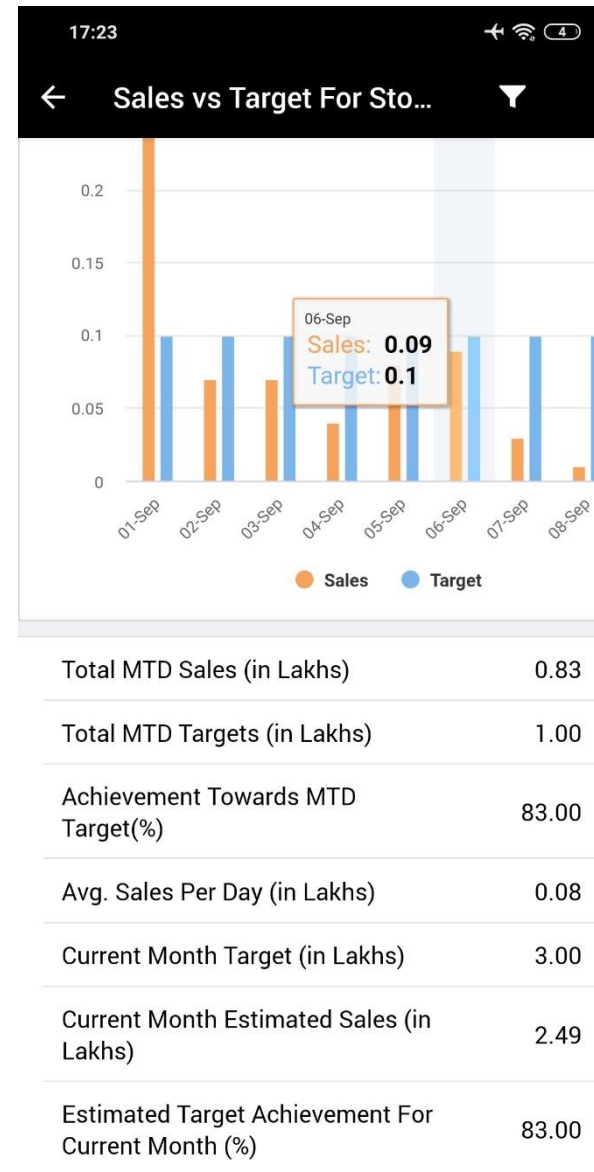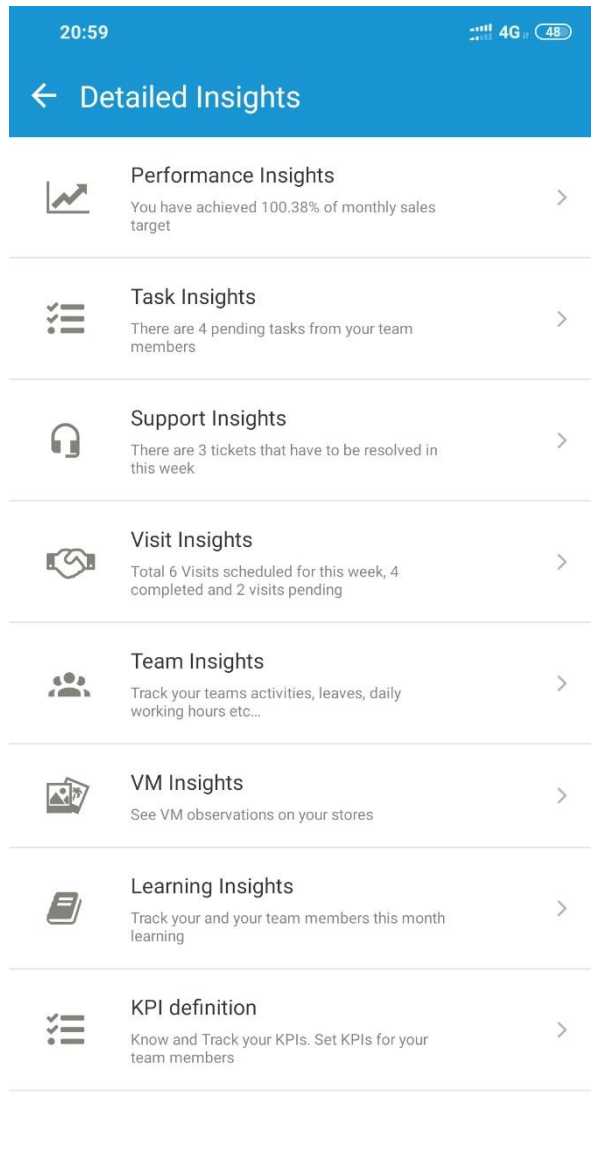
## Your Support Desk

Available in :  SaaS

- ✔ Easy Setup
- ✔ Complete Ticket Management Workflow
- ✔ Calendar Schedule and Follow Ups
- ✔ Customer and Vendor Alerts
- ✔ Integrated with Online and Offline Stores
- ✔ Extensive Reports
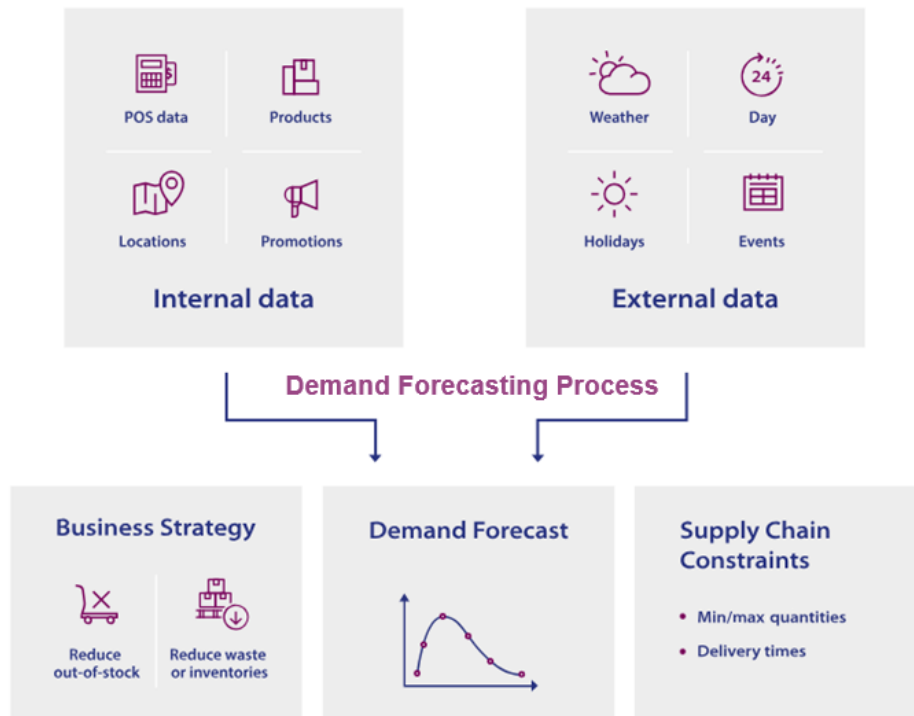
… More

# Auto Replenishment System

### Demand Forecasting With Machine Learning and Artificial Intelligence
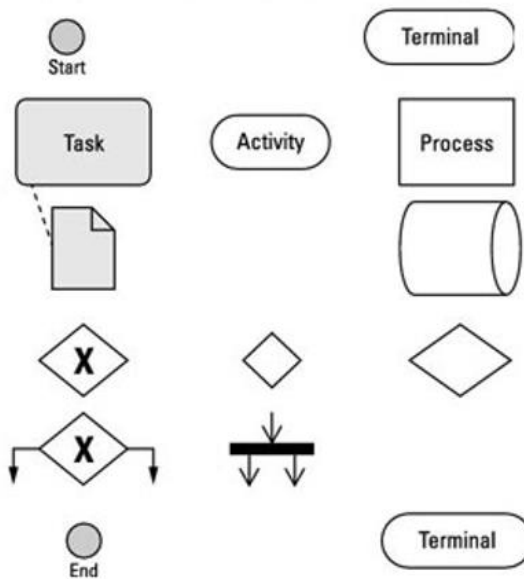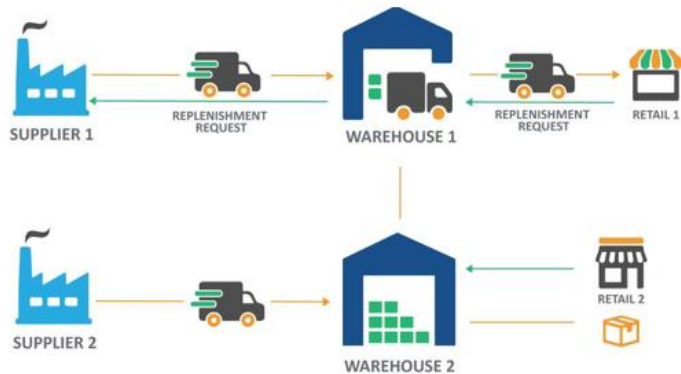
## Based on

- Actual inventory levels
- Acceptable safety stock levels
- Replenishment planning for a season
- Sales performance Analytics
- Anticipated Lead Time to receive the stock

## How it benefits

- Optimized replenishment decisions
- The avoidance of stockouts
- Knowing how much stock you have
- Redistributing stock effectively

### Internal data

- POS data
- Products
- Locations
- Promotions

### External data

- Weather
- Day
- Holidays
- Events

## Demand Forecasting Process

### Business Strategy

- Reduce out-of-stock
- Reduce waste or inventories

### Demand Forecast

### Supply Chain Constraints

- Min/max quantities
- Delivery times

# Workflow Management



## Configure Workflow as per Your Process

Intuitive, Code-Free Workflow Designer

- ✔ Allows managers to automate repetitive processes
- ✔ Automatic alerts on uncompleted tasks in the process
- ✔ Overall picture of the workflow along with performance metrics
- ✔ SLA Status Indicators
- ✔ Role-Based Access Control
- ✔ WYSIWYG workflow designer

## Mobile and Email Alerts

Ease of Use. Use from Anywhere

- ✔ Notifications and alerts , both in mobile and email
- ✔ Process approvals from Mobile and Web

# What Differentiates Us ..

**Sellerware**
*All at One Place. All in Sync*

✔ **All at One Place. All in Sync**
The Retail Industry can either be Online or Offline; deals with Suppliers and Customers ; need Warehouses , Logistics and Payment Gateway support; Sellerware covers technology for all possible Omni Channel Retail, all under one roof.

✔ **Complete SaaS Solution – No huge upfront Investment**
Sellerware offers the services as a 'total SaaS solution' or as vanilla products, wherein the Seller can opt for any one or a combination of services. This eco-system provides a huge scope to succeed collectively.

✔ **Any Scale System to Large Scale Systems**
Scalable systems with ensured Performance , Security , Reliability  - Built using Microsoft Azure Cloud!

✔ **Sellerware Customization**
The complete solution is developed organically by  the Sellerware team in-house with the latest technologies allows on demand Customization – Completely scalable with integrations to third party softwares and devices.

✔ **Passionate team driven to achieve success**
The team comprises of individuals who are motivated by the desire to excel and provide the best possible eco-system of Technology, Operations and Service; all under one roof.

**We have ensured that all these are in Sync and available as a Single Solution!**

Thank you