

Turbocharge your B2B sales



B2B online commerce platform

Customer Problem



Companies lack the capability to transact & sell online to Channel partners & B2B customers. Direct to retailer/reseller move is a challenge.

(65% of B2B customers have asked for ability to self order, solution not widely available)



Manual & fragmented price listing, quotation sharing, order booking, invoicing, delivery & payment processes leading to longer sales & order to cash cycle



Limited visibility to sales pipeline movement, field salesforce activities & sub-optimal productivity. *(40% ++ time wasted in manual reporting and tracking)*

There is a significant opportunity loss of business without companies realizing it

What is JiniCommerce

Automates online B2B sales and channel order management



Online B2B Order modules with instant quotation generation for channel partners /customers with customized catalogues



Automated invoicing & payment collection from channel partners, **real-time inventory** visibility



White-labelled mobile commerce app for B2B and B2C



Field sales force activity planning, tracking, productivity, sales pipeline management

Other available solutions are expensive, complex to implement and use

JiniCommerce Key Benefits



Faster sales- from days to minutes

Seamless online sales with 24*7 Channel & customer Self ordering capability with updated custom price-lists



Higher sales

Minimal opportunity sales loss with real-time visibility of self/channel inventory. Optimized sales force productivity with better Journey cycle planning and monitoring



Faster order to cash cycle

Invoicing, delivery tracking & online payments via payment gateways



Minimal Cost

At a fraction of the price of similar solutions (Pay as you go SaaS model)



Instant deployment

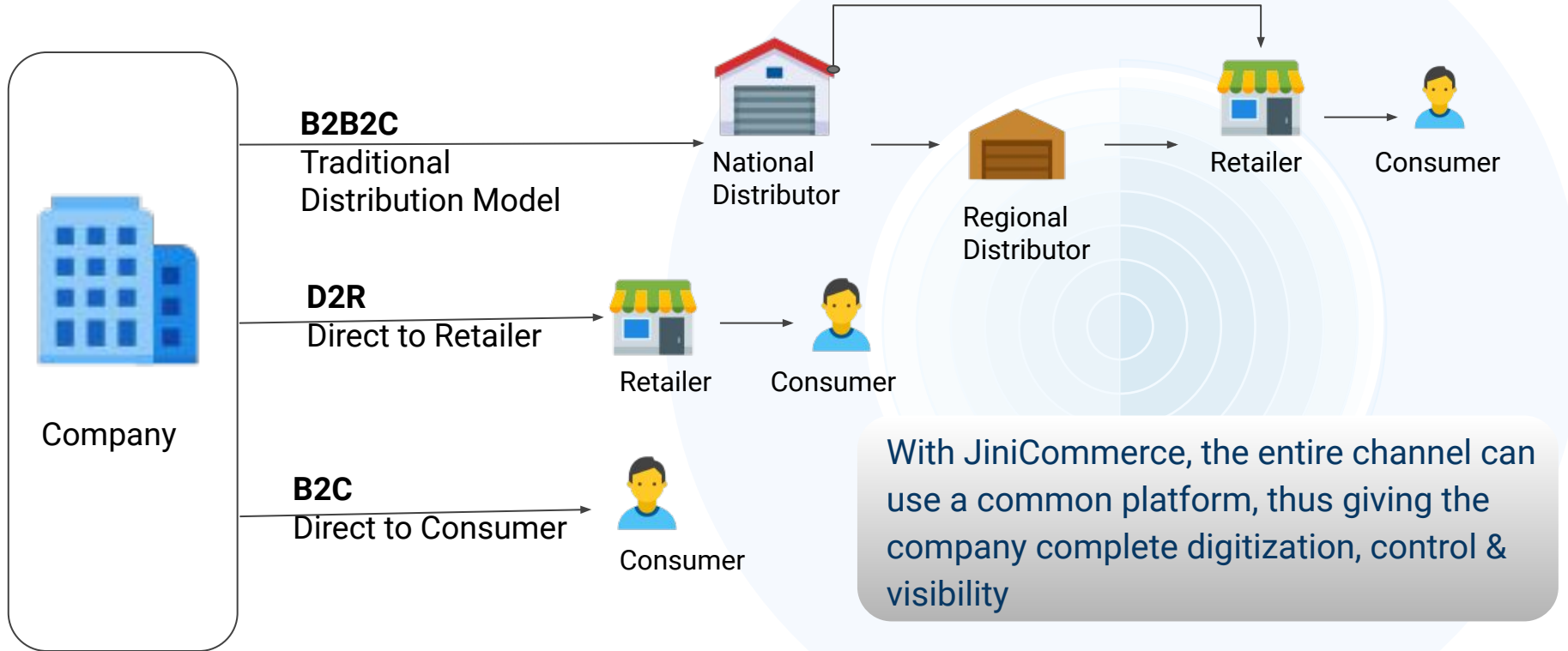
With a ready to use, Customer branded B2B mobile app



Higher sales team's productivity

Real time visibility of pipeline & progress of different stages. Instant DCR, geo-tagging & stack ranking of performance

JiniCommerce is suitable for all RTM models



Transformational Supply chain technology for the Distribution network is expensive, and not easily accessible

JiniCommerce has transformed selling for many companies

Fortune 500 Japanese Electronics Company



Sells to national distributors, state distributors and authorised service centers - 400 Indian partners

100 Cr+ Automotive Parts Manufacturer



Sells to 1 lakh+ mechanics & automotive stores across South Asia using Whitelabeled App and fulfillment powered by JiniCommerce

100Cr+ Automotive Accessories Manufacturer



Sales teams plan and track field sales activities & expenses, collect orders & payments from stores

Fortune 500 - HDD Manufacturer



Manages inventory & processes customer returns at 400+ authorised service centers

6500+ Cr - FMCG Company



Manages Delivery of products to 1000s of retailers & manage inventory at hubs in 3 states

900Cr+ Mattress Company



Receives orders from their 400+ distributors all over the country

\$4B+ American MNC - Industrial Motors



Distributors place orders using the Jinicommerce platform

Enterprises see clear benefits with JiniCommerce

Fortune 500 Japanese Multinational



- Uses JiniCommerce for selling to national distributors, state distributors and authorised Service centers across the country
- Implemented the JiniCommerce white-labelled app for all channel partners with point of sale, inventory management, delivery planning and buying app
- Automated invoice generation and payment collection via Razorpay

Benefits



- 24*7 updated price-list & inventory for entire channel - leading to higher sales
- 20%+ faster order servicing due to complete automation of order management with control over pricing. System resulted in spare part availability to right partner at the right time
- Routing of orders based on availability of inventory in different layers - leading to lesser lost opportunity of sales
- Elimination of grey market inventory leakage with total visibility

Implement all this in 1 day!

Sell Online to B2B customers with Multiple catalogs & pricelists

Track salesperson activity and plan /track their visits

24X7 Orders from everywhere

Order Details

Order Id : 1200810181242973 Order Date : 10-Sep-2020 at 6:12 PM
 Customer : Mahesh Kirana Store (5585588320) Salesperson : Aditya
 Address : Rajajinagar, Bengaluru, Karnataka 560086, India CustID / StoreID : 1198
 Shipping Address : Rajajinagar, Bengaluru, Karnataka 560086, India

S/IF	Item Code	Item Name	Qty	CGST	SGST	List Price	Order Price	Discount Applied(%)	List Tot
1	1123	Almond Spices	12	9%	9%	₹150.00	₹150.00	0%	₹1,800.00
2	1139	20-20 Biscuits	13	9%	9%	₹15.00	₹15.00	0%	₹195.00

Total Quantity : 25.000 Taxable Amount : ₹1,995.00
 Total CGST : ₹179.55 Total SGST : ₹179.55
 Sub Total Amount : ₹2,354.00
 Freight Charges : ₹0.00
 Total Amount : ₹2,354.00

* Note : Catalog price is exclusive of tax

Reports

Dashboard / Check Ins

Showing 1 - 7 of 70 Items View As: 1d Export

2020-09-10 2020-09-10

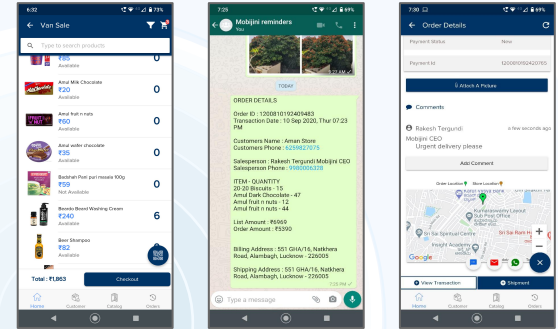
Salesperson: Select Salesperson

Check Ins

This report gives you your check-ins report

Sl.No	DATE	SALESPERSON	CUSTOMER	START VISIT	END VISIT
1	10-Sep-2020	Aditya	Mahesh Kirana Store (5585588320)	6:12 PM	N/A
2	10-Sep-2020	Aditya	1198 Kirana Store Customers	6:11 PM	6:11 PM
3	10-Sep-2020	Aditya	1198 Kirana Store Customers	6:09 PM	6:09 PM
4	10-Sep-2020	Aditya	1198 Kirana Store Customers	6:08 PM	6:08 PM
5	10-Sep-2020	Aditya	1198 Kirana Store Customers	6:02 PM	6:02 PM
6	10-Sep-2020	Sasikatha	1198 Kirana Store Customers	6:00 PM	6:00 PM
7	10-Sep-2020	Sasikatha	1198 Kirana Store Customers	6:19 PM	6:19 PM

Map of India showing customer locations.



100% delivery accuracy with info on

OrderJini

Help: support@meelipai.com English

Shreya Chandra Admin

Multi Menu: Overview, Sales & Orders, Orders History, Mail, In-Store, Check Out Order, Order Proxy Form, Customers, Catalog, Manage Inventory, Inventory, Stock In Channel, Others, SMS, Menu

Order ID	Customer	Total	Order Status	Assigned To	Delivery To
#0501001323	Rajjuver	₹498.00	Delivered	H8003	10-Sep-2020
#0501001981	Sikander	₹115.00	Delivered	H8003	10-Sep-2020
#0501001695	Ashok	₹810.00	Delivered	H8003	10-Sep-2020
#0501001718	Ravi Mishra	₹2,089.00	Delivered	H8003	10-Sep-2020
#0501001739	Akshay Lal	₹130.00	Delivered	H8003	10-Sep-2020

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Orders to be assigned

Order #0501001734

Order #1200810160264691

Order #0501001725

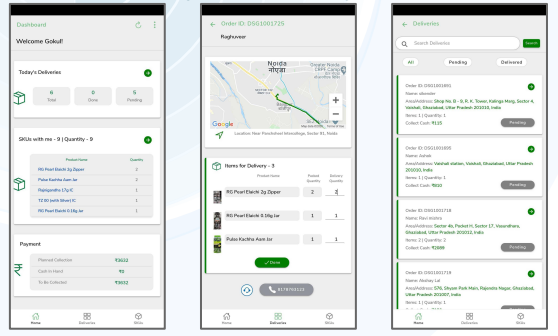
Order #0501001691

Order #0501001695

Order #0501001718

Order #0501001719

Map of Bangalore showing delivery routes.



Visibility to inventory from across multiple systems

Assign right delivery with intelligent routing in an interactive map

When to deliver

Where to deliver

What to deliver

JiniCommerce has a unique positioning

Affordable

**jini
commerce**

FieldAssist

Customizable

Inflexible

BIZOM
business on the move

ZOHO

shopifyplus

Repsly





salesforce

BIGCOMMERCE

Expensive

All logos are for representation purpose only and are trademarks of respective companies.

JiniCommerce is superior, faster & cost effective

		Shopify Plus, BigCommerce MNC Competitor	Indian Competitor
 Implementation Time	1 day	3 weeks +	2 weeks +
 Customer branded Mobile App	Readily available	Not available	Not available
 Field Force & Point of Sale on Android/ iOS	Included	Not available	Not available
 Subscription Fee (Cost per Month, 25 users)	Starts at \$1K pm	Starts at \$3K pm, \$10-\$15K pm	\$4K pm

What makes JiniCommerce compelling

Easy to Deploy & Use

Instant deployment,
simple & functional UIs

Your own branded app

Alternative is an expensive
custom built app

Customizable

Standard product matches
most common use cases but
can be customized



SaaS model

No Capex - Pay as you grow,
affordable solution

Easy to integrate with ERPs

API & File based integrations with
SAP, Oracle ERP, Shopify, Tally,
Quickbooks,++

Highly Secure, Cloud hosted

Your data is secure in the AWS
cloud. Highly scalable solution,
certified by top software security
agencies

Contact for more information

Contact Rakesh (rakesh@jinicommerce.com) or Deepti (deepti@jinicommerce.com) for a detailed demo and further information about the solution.

