

RIM

Resource Infrastructure Management (RiM) optimizes resource utilization, enhances infrastructure returns, and simplifies organizational capacity management through advanced technology-driven solutions and services.

About Us

We deliver innovative software and automation solutions tailored to evolving business needs. Our smart technologies boost efficiency, improve connectivity and keep industries future-ready.

Field Sales

The Field Sales Application streamlines vendor procurement and SKU creation by centralizing product data, quotations, and approvals. It enables field teams to collect product details, manage vendor interactions, and generate new SKUs efficiently. All finalized information is synced with backend systems for accurate pricing, availability, and distribution.

Key Features and Activities

Vendor Procurement:
Manage vendor quotes, approvals, and procurement workflows.

SKU Creation:
Create and update SKUs with specs, categories, and pricing details.

Field Data Capture:
Collect product and vendor information directly from the field.

Approval Workflow:
Supports multi-level approvals for procurement and SKU creation.

System Integration:
Auto-sync SKUs with inventory and sales systems for real-time updates.

Reports & Analytics:
Track vendor performance, procurement efficiency, and SKU movement.

Case Studies

Overview:

A leading manufacturing and distribution company needed a digital solution to streamline procurement, SKU creation, and field sales tracking. Their manual processes caused delays, inconsistent product data, and limited visibility into sales and vendor performance.

Business Challenges:

Manual SKU creation and inconsistent product data



No centralized platform for vendor or product management



Limited tracking of field sales activity and order progress



Delays in procurement approvals and communication



Minimal analytics for decision-making



Solution:

A unified Field Sales Application was developed to digitize procurement workflows, automate SKU creation, and connect sales teams, vendors, and backend systems in real time. The system ensured faster decision-making, accurate data, and seamless coordination across departments.

Key Features:

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Vendor Management:

Centralized vendor database and communication.

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Procurement Workflow:

Automated request, approval, and fulfillment.

3

SKU Creation:

Consistent SKUs with predefined attributes.

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Sales Tracking:

Real-time monitoring of orders and field activities.

5

Inventory Integration:

Sync with ERP and stock systems.

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Approval Workflow:

Multi-level authorization.

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Dashboards & Reports:

Insights on vendor, procurement, and sales performance.

Implementation Approach:

- Workshops for requirement analysis.
- Modular system design.
- Integration with inventory/ERP.
- Testing & UAT.
- Phased deployment and training.



Conclusion:

The Field Sales Application transformed procurement and sales operations into an integrated, efficient and transparent ecosystem, improving accuracy, speed, and visibility across the organization.

Benefits

- Streamlines procurement and SKU creation in a single integrated system.
- Reduces manual data entry and improves accuracy in SKU management.
- Enhances coordination between procurement, sales, and inventory teams.
- Improves vendor relationship management and product lifecycle tracking.
- Enables faster product onboarding and time-to-market.

Scan for Location

Sapthagiri, #12, 60 Feet Road
NHBC Layout, Prashanth Nagar,
Bangalore - 560 079
Land Mark: Opp Karnataka Bank,
Prashanth Nagar.

