

VALUE PROPOSITION

Once implemented, BuyerEase brings tremendous tangible as well as intangible benefits for your organization

1. Availability of instant information to top management enabling quick decision making = **benefits immeasurable**
2. Reduces time cycle of information gathering, processing, and negotiating; availability of instant information on need to share basis to all concerned resulting in saving in efforts, time, cost, confusion, disputes, stresses... = roughly **30% increase in productivity**
3. Simplifies the buying process resulting in satisfied people, customer, buyer, exporter, and vendor = **benefits immeasurable**
4. No last minute surprises and no unknown delays - adequate exception reporting and escalation procedures - helps to take proactive measures = **15% increase in throughput**
5. Transparency in operations helping in customer retention = **benefits immeasurable**
6. Adequate support to business development in acquiring new customers = **further accelerates growth rate 10%**
7. Uniform systems & processes throughout the organization = **10% increase in effectiveness**

CHALLENGES

There have been challenges that are faced by the Industry that act as obstacles in the workflow. Some of these challenges are:

- ~ Information gathering, compiling & communicating to concerned persons demand high lead-time, efforts and expenses.
- ~ Team(s) spread across different time zones, geo-locations, and cultures causes distorted communication and delays feedbacks.
- ~ The higher number of purchase orders pending in execution at any given time is difficult to manage without a proper system
- ~ Scattered information among different people delays decision making
- ~ PO Amendments and cancellations not flowing down the line to quality inspectors, vendors, etc
- ~ Milestones, targets, and deadlines getting skipped or not getting communicated
- ~ Improper filing of approved item details lead to incorrect production & PO cancellations.
- ~ Lack of exception reporting due to week / insufficient escalation policy reporting, where management intervention is needed
- ~ People working in solitude leads to lack of coordination, non-uniform processes and systems, and slow absorption of new recruits
- ~ Consolidated manageable picture is not available when required by the management or is not up to date or is too comprehensive to comprehend
- ~ PO amendments and re-shuffling on a later date adds to the complexity in Tracking POs.
- ~ Altogether missing out of statutory compliances like Social, CTPAT, etc.

BuyerEase AT HELP

BuyerEase understands the concerns and difficulties faced by the industry and help to overcome these challenges within no time. A few highlights of the same are mentioned below:

- ~ Reduction in time cycle of information gathering, processing, negotiating, etc curtailing to efforts and expenses
- ~ Fast communication at a lower cost –configurable to have a global Access to real time information round the clock
- ~ Capable of electronic communications – internally (inter-department) as well as externally (vendors and buyers) – minimizing confusions and maximizing efficiency
- ~ Organizes all communication in a structured format making it readily available, improving the work-flow efficiency
- ~ Establishes the buying process - from sample, style library, purchase order tracking to shipment information
- ~ Alerts & Alarms – Works as an assistant having a well defined Task to-do with outstanding and overdue jobs
- ~ Manages electronic files – Word, Excel, PDF – in a centralized File Cabinet)
- ~ Better control and optimization of time management resulting in effective and efficient throughput
- ~ A place to capture AWB Number & Date, Vessel Number & Date for order tracking & retail planning
- ~ Improves ability to establish strategic business plan to minimize risk.
- ~ Provides systematic and structured compliance requirements (like social compliance, CTPAT etc.) enabling a checklist as well as for compliance audit generating the compliance report and passed / fail grades as per the customers' requirement.

Other Concerns:

The general connotation is that a large number of software implementation fails. The reasons behind this can be:

- ~ Lack of trained man power
- ~ Commitment from the users towards usage
- ~ Resistance of the user towards implementation
- ~ Lack of training & support from the vendor
- ~ Lack of Infrastructure for the users

Therefore, it is important for the users to choose a right vendor having a full commitment and in-depth analysis for its Infrastructure, man-power capabilities, and its management commitments, before proceeding with their decision to implement any software system.

Unique Implementation Methodologies

BuyerEase understands the reasons of failure and provides a complete solution and support to the user at every stage with its **Unique Implementation Methodologies...**

- ~ **Ready-to-use:** BuyerEase is comprehensively managing business operations successfully at a number of installations.
- ~ **Installation & Configuration:** BuyerEase is installed and configured by FSL's technologist in liaison with your people to ensure smooth operations.
- ~ **Post-Installation Training:** Adequate training for the modules is provided following demonstration ↯ trial usage ↯ hand holding methodologies.
- ~ **Data conversion:** The data conversion is facilitated through automated tools build by our technical team members and if required could be provided with additional nominal charge.
- ~ **Customization:** Though based on the industry standards, BuyerEase is built on the best practices and business processes, but unlikely of you still feel that customization is required then our experts can evaluate the gap and can suggest you the solution accordingly.
- ~ **Integration:** Integration with any existing legacy system can also be handled on case-to-case basis.

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