IMPACTED TO 5 OF THE TOP 10 INDIAN RETAILERS ACROSS THE RETAIL VALUE CHAIN

Retail value chain

Distribution/Supplier	Merchandising	Store Operations/POS	Omni ommerce	Fulfillment	Customer Engagement
Vendor Onboarding	Merchandise Optimization	POS Development and POS Automation	E-Commerce Platform	Order Management	Marketing Automation
Transportation Management	Inventory Management	Endless Aisles	ERP Integration	API Development	Notification Engine
Workforce Management	Space Optimization	Kiosks – Interactive Displays	Performance Management	TMS – Carrier Integrations	Call Centre Integrations
Quotation Management	Trade Allowance Management	Click and Collect	COE Setuo	Pick and Pack	CRM - Cross Channel Enablement
Marketplace Enablement	Customer Centric Planograms	Intelligent Checkout	Marketing Automation	Last mile Deliveries	
Procurement Management	Product Lifecycle Management		UI Development	Inventory Optimization	
Distribution Management			Return Management	Rules Engine	
Invoice Management					

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WHAT COMPETITION DOING

- Communication of O2O strategy effectively
- Investing on Order Orchestration and Warehouse
- Automation on the across the retail value chain
- Investing on Last Mile Deliveries
- Focusing on Order Fulfillment
- Opening Offline Stores
- Clear communication on Sourcing
- Single Record of Customer
- Intelligent Checkout
- Repeat Purchases
- Immediate Online Consultations
- Integrating B2B for the order fulfillment

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Top 5 super-market chain in India	• **Year of Association**: 2017 • **Areas of work**: Digital Commerce, Merchandising, Application Support, Application development, Mobility and Integration Services • **Key Technology Areas**: Magento, Angular, Integration, Mulesoft, #.Net
A large U.S. based Hardware Manufacturer	• **Year of Association**: 2015 • **Areas of work**: Store Operations, Back Office Automation, E-commerce Development, Platform Migration, SAP Integrations • **Key Technology Areas**: PHP, .Net, Rest/Soap APIs, ERP Integrations, Angular
An international group of Sport Retailer	• **Year of Association**: 2017 • **Areas of work**: POS Automation, Ecommerce Support, Intelligent Checkout, Platform Migration, UI Development, Event Booking, Order Management • **Key Technology Areas**: Prestashop, APIs Integration, MuleSoft, SAP, Python, Java Spring boots, IOS and Android
India based #1 Brand House chain and one of the largest clothing manufacturer in the world	• **Year of Association**: 2014 • **Areas of work**: Omni-Channel Enablement, Tradeshow, PLM, Workforce Automation, Trade Promotion, Allowance Management, Track and Trace • **Key Technology Areas**: PHP, Ionic, Angular, Node, Mulesoft, Mongo, Google, AWS, Wordpress
Large Diamond Jeweler in India	• **Year of Association**: 2014 • **Areas of work**: Pricing Management, B2B Commerce , Catalogue verification, Ecommerce Development, Point of Service, Server Migrations • **Key Technology Areas**: PHP, PWA, Ionic, Google, AWS, Magento
Large CPG (Staples) Manufacturer/Processor	• **Year of Association**: 2016 • **Areas of work**: B2B, Ecommerce Development, Vendor Onboarding, CRM Integration, Transportation, Order Fulfillment, Field Force, Quotation • **Key Technology Areas**: Ionic, Magento, PIM, APIs, AWS, PWA

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Large LED Manufacturer operating in 10 + countries	• **Year of Association**: 2015 • **Areas of work**: Digital Commerce, B2B, Quotation, Product Catalogue, International payment, Track and Trace, Point of Service • **Key Technology Areas**: Magento, Angular, Integration SAP, AWS Management, Bootstrap
Top 5 Conglomerate India	• **Year of Association**: 2016 • **Areas of work**: Store Operations, Back Office Automation, E-commerce Development, Point of Service, Multi Brand Enablement • **Key Technology Areas**: PHP, Magento, Angular, ERP Integrations, AI driven Search
# 1 Pharmacy Chain in India	• **Year of Association**: 2016 • **Areas of work**: POS Automation, Ecommerce Support, Intelligent Checkout, UI Development, Event Booking, Order Management • **Key Technology Areas**: Magento, APIs Integration, MuleSoft, CRM Integration, Microsoft 360
# 3 Online Meat Store in India	• **Year of Association**: 2018 • **Areas of work**: Omni-Channel Enablement, B2B, Micro Services for Trade Channel Emblement, Promotion Management • **Key Technology Areas**: .Net, PHP, Laravel, API Integration, Angular and Node
Largest Conglomerate in India	• **Year of Association**: 2018 • **Areas of work**: Pricing Management, Order Management, Order Taking Capability, Order Routing • **Key Technology Areas**: PWA, Ionic, Google, AWS, Magento, MuleSoft
India based # General Merchandise Retail Cain	• **Year of Association**: 2016 • **Areas of work**: B2B, Ecommerce Development, Vendor Onboarding, Borderfree Commerce, Workshop Booking, Store Visits and Server Managment • **Key Technology Areas**: Ionic, Magento, PIM, APIs, AWS, PWA

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Leading Specialty Tea Store	• **Year of Association**: 2015 • **Areas of work**: Digital Commerce, Product Catalogue, International payment, Track and Trace, Point of Service • **Key Technology Areas**: Shopify, Angular, Integration, AWS Management, Bootstrap
Leading Pureplay online Daily Grocery	• **Year of Association**: 2016 • **Areas of work**: Store Operations, Back Office Automation, E-commerce Development, Point of Service, Delivery App, Subscription and Refill Reminders • **Key Technology Areas**: Magento, Angular, Google Marketing Automation, AI driven product recommendations, AI driven Search
# 1 Mobile Store Chain in India	• **Year of Association**: 2016 • **Areas of work**: Ecommerce Support, Intelligent Checkout, UI Development, 47 Minute Delivery, Return Management • **Key Technology Areas**: Magento, APIs Integration, Marketing Automation, Bootstarp
Large Duty Free Shop in China	• **Year of Association**: 2018 • **Areas of work**: Omni-Channel Enablement, Inflight Shopping, Single View of Inventory, Pick and Pack and Order orchestration • **Key Technology Areas**: .Magento OMS, Diebold POS, SAP Integration, Kony mobile platform
Pure Online Lingerie Store	• **Year of Association**: 2016 • **Areas of work**: Payment, Intelligent Checkout, Shipping Integration, Performance Management and UX improvements • **Key Technology Areas**: PHP, Juspay, Delhivery, Magento, AWS and PWA
Large Vitamins and Supplements	• **Year of Association**: 2016 • **Areas of work**: B2B, Ecommerce Development, Vendor Onboarding, and Server Management • **Key Technology Areas**: Ionic, Nope Commerce, PIM, APIs, AWS, PWA

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Partnering with World Largest Sporting Retailer in Omni Channel Transformation

Business Driver

- Development of a B2C eCommerce site for India, Europe, GCC and Africa
- Client wanted to move from the bespoke system into Magento with Datahub integration keeping all the backend integrations to marketing, loyalty programs and customer review
- Client wanted datahub integration for connecting Commerce Engine to their backend SAP systems. It included product, promotion, order, customer and order management updates.

Value Proposition

- Worked towards development of a robust and user friendly B2C Omni commerce site along Order, TMS and Store integration
- Developed multi-currency and Region site with Border free to automatically identify and switch to local website (internationalization and localization)
- Increased the revenue by 40% within 3 months of the implementation

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Transformation of Pharmacy Brick and Mortar Retailer to Omni Commerce

Business Driver

- Development of a B2C eCommerce site for India, with Market Place Integration
- Client wanted to develop commerce engine, store fulfillment. Integration with Doctor Consultations and Appointment Booking. Backend integrations to marketing, loyalty programs and customer review
- Client wanted integration for connecting Commerce Engine to their backend MS 360 systems. It included product, promotion, order, customer and order management updates.

Value Proposition

- Development of user friendly B2C ecommerce hosted in AWS. Integrated next features viz. Subscription, Pill Reminders
- Developed AI driven search, recommendation and merchandising with multiple delivery options that included upload prescriptions (Buy, Sell and Return Anywhere localization)
- Increased the Order by 500 % and fulfillment by 70% within 3 months of the implementation

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B2B and Distribution Management for Grocery manufacturer (Grocery & Staples)

Business Driver

- Transformation of Digital Commerce with B2B eCommerce , Distribution and Field force automation and for all the business lines with disparate backend systems and Mulesoft as the middleware to talk to backend.
- Client wanted to have a single catalog, Market place and order management system
- Client wants to use Magento as the single source of interaction for business users in the system including the customer sales representatives

Value Proposition

- Worked on development of the eCommerce with vendor onboarding, fulfillment rules, market place catalogue with approval workflows and dynamic pricing
- Worked on integration with field force app with last mile delivery capabilities with partial fulfillment capabilities
- Normalized different business lines and business process to present a unified shopping experience to the end customer.

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Channel Enablement of India's # 1 Omni Channel Diamond Jeweler

Business Driver

- Transformation of Digital Commerce with channel enablement of partners and streamlining the B2C commerce on the same commerce engine.
- Client wanted to have a single catalog, Inventory, Order view, Catalog selection with order management
- Client wants to use Magento and ERP as the single source of interaction for business users, customers, partners in the system including the store sales representatives

Value Proposition

- Worked on development of the eCommerce with first ever B2C2B with partner onboarding, product catalogue, differential pricing, approval workflows and promotion rules engine
- Worked on integration with ERP, Commerce engine for the single view of inventory along with the fulfillment ETAs.
- Streamlined multiple business partners and process to present a unified shopping experience to the end customer and partners.

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Workforce Automation for India's # 1 Fashion Brand House

Business Driver

- Client wants to implement employee goals – Communicate, Participate, and Recognize
- Business HR want to have employer app for the retail employees who has first hand information on Pay slips, Career Path, Objectives, Training and Notification from the HO.
- Other benefits - digital connected employees, transparent the career path, Learning and Training, Fun at work and retain talent

Value Proposition

- Digital workplace more customers has become tech savvy and so the employees.
- Enabled immediate access to the business information and quick responses from head office to address store queries to keep engaged and motivated.
- Integration with corporate payroll, Active directory and adhering to the corporate governance and account compliances

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Enabled Inflight Shopping for Large Duty Free in China

Business Driver

- Client wanted a solution to enable the overall order management process through a web portal and mobile app with visibility into product catalog, inventory and prices across items for the stores
- Requirements to have Pick and Pack, Order processing, Order notification, Promo, Delivery options for pick up at duty free stores
- Other benefits – Single view of inventory, Price Sync, Promotion management and Endless Aisle

Value Proposition

- Enabled Pick Up at Store service at the Airport Arrivals
- Integrated Web, Mobile, ERP, POS and OMS for smooth flow of order fulfillment
- New rollouts across the 300 outlets in China and uplift in the sales by 300% also mitigated stockouts in the store

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Promotion and 3rd Party Catalogue Integration for Large Grocery Chain

Business Driver

- Client wanted a solution to enable the Promotion Engine to Bespoke commerce platform along with the 3rd Party product catalogue
- Requirements to have new promotion engine, price engine, mobile integration with subscription and refill reminders
- Other benefits – Mobility fixes, Integrations, Coupons, Checkout

Value Proposition

- Enabled Promotion engine by introducing Magento
- Cart and Product level promos are integrated via APIs at Product listing, Checkout, Mini Cart and other customer flows that includes cancellations
- Integrated with partner with catalogue, order sync and tracking
- New integration is a competitive edge and promotion gave uplift orders from 1000 order per day to 1500 order per day in less than 2 months

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Digital Technologies (COE) for the Worlds Large DIY Retailer

Business Driver

- Client wanted experience partner in setting up and operating Digital COE start-ups and blueprints for end state operating models
- Client wanted to have expertise on multiple technologies and platforms viz. Magento, Prestashop, Zencart, UI Path, Oro, Angular, Node, React, Springboots etc.
- Client wanted domain expertise in Omni channel for B2C, B2B and Backend Operations

Value Proposition

- Center of Excellence (CoE) is a highly-specialized group which focuses on providing varied and best-in-class Digital solutions
- Incubate, Industrialize & Institutionalize the use cases. 10+ trained and experienced Digital/RPA team across multiple technologies
- Extended team with clear definition on demand management, communication, escalation path

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Endless Aisle and Point of Service for the Large Department Chain

Business Driver

- Client wanted sales reps can use Endless Aisle to walk customers through different products and specifications as well as compare products and rate plans or shop.
- Client wanted sales staff push the order directly to ERP and POS
- Client wanted sales rep in multi brand outlets to take orders behalf of customers

Value Proposition

- Endless Aisle is an interactive touchscreen that allows your in-store customers to browse and buy a wide variety of virtual merchandise
- Empower sales staff by keeping them current on detailed product info; increasing their opportunities to engage customers, and ultimately, sell more
- Sales reps can showcase and sell a wide variety of unique, luxury, and specialized items without having to invest in physical inventory

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