

# Case Study

## JSC streamlines its operations through EPPS ERP & mobile app

### About the company

Jagdambey Surgical Corporation (JSC) is in the trading business of surgical devices and supplies since 1992. They trade in brands like Johnson & Johnson, Dispovan and Flamingo. With 350+ customers across north region of India, JSC is one of the top distributors for J&J medical supplies.

### Business needs

- » Mobile app for checking stock, order entry and collection reporting (including mode of payment) by sales representatives while in the field.
- » Invoicing integrated with sales orders to minimize data entry errors.
- » A single customer is served by multiple agents with respect to product brand on field. Product brand and customer wise access control to field agents is necessary.
- » Special approval workflows in ERP and Mobile app with approval routing control over region, employee level and brands.
- » Email notification to internal & external parties along with document attachments.
- » Stage wise order tracking & email notifications to internal & external parties.
- » Expiration tracking with a control on number of days of remaining shelf life while receiving material during receipts and returns.
- » Automatic calculation of discounts based on products, customers and location.
- » First-Expired-First-Out (FEFO) allocation of batches.
- » Line item wise credit/debit notes during sales & purchase.
- » Location wise party dues, payables and receivables as well as consolidated party balances.
- » One click item group, brand wise debtor aging report and field staff wise customer outstanding report.

#### HEADQUARTERS

Chandigarh

#### INDUSTRY

Trading of surgical devices and supplies

#### EPPS MODULES IMPLEMENTED



Sales & Distribution Management System



Material Management System



Business Policy Management System



Finance & Accounting Management System

## Key Business Benefits

- »» Remarkable improvements in field staff productivity.
- »» Reduction of administrative delays due to notifications and mobile enabled approval.
- »» Minimized losses due to expiration.
- »» Real time status of payables and receivables.

