AEOLUS PIRELLI TRUCK BUS AGRO OTR

PSD MARKUP

NO MATTER WHAT!!

ANY LOAD,ANY ROAD,
ANY DISTANCE!!

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The Client-Maestro Trading

Maestro Trading Has Been Revamped With An Entire Automated Export And Import Process.

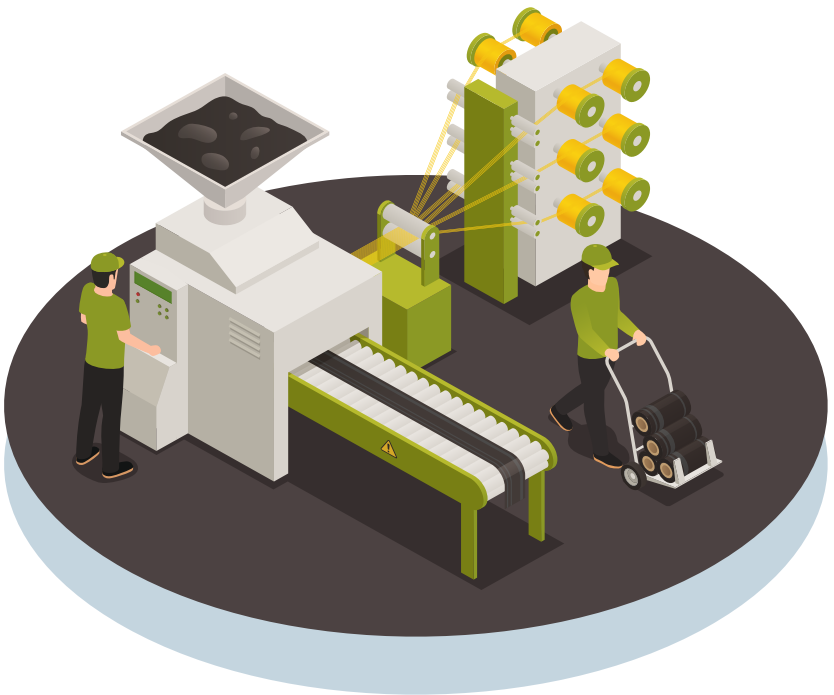
Maestro Trading, based in Mumbai & Delhi, is one of the most renowned companies in India that imports tyres and distributes it all over the nation. The client is involved in core export and import of tyres from China of multiple brands including Aeolus, Windpower, Sailun, YellowC, Shaanxi & tyremart. Cargo handling is done through air, water, and road.

Location:	Mumbai & Delhi, India
Business Type:	Dealers, manufacturer,& Wholesaler
Industry:	Customer service and work culture
Focus:	Service Provider

Challeges

Maestro Trading is one of the largest tyre distributers of multiple brands in India. The leadership at Maestro Trading wanted to have a consistent process, unified platform, and automation in their entire operation.

- The entire process of import and export was offline and operated manually and thus responsible for loads of human errors and inconsistency in the system.
- The orders were managed by phone calls and emails which was a prime reason for communication gap between manufacturers, dealers, and stakeholders. Also, managing manufacturers and various dealers on phone calls was getting cumbersome day by day. It was not easy to provide and get exact status of orders via phone calls anytime. Also, estimated shipping time and delivery time was not easy to calculate.



- Likewise, each and every document like Performa Invoice, Commercial Invoice, Packaging List, etc., was prepared manually. There was no proper system for managing the manufacturer and related documents. There was no proper platform for getting orders, uploading documents from CO BL etc., getting reminders for upcoming orders, and managing invoice, and payments. Maestro is working with multiple tyres brands and they were following different processes and document formats for them. It induced loads of errors, confusion, and inconsistency in paper work and documents.

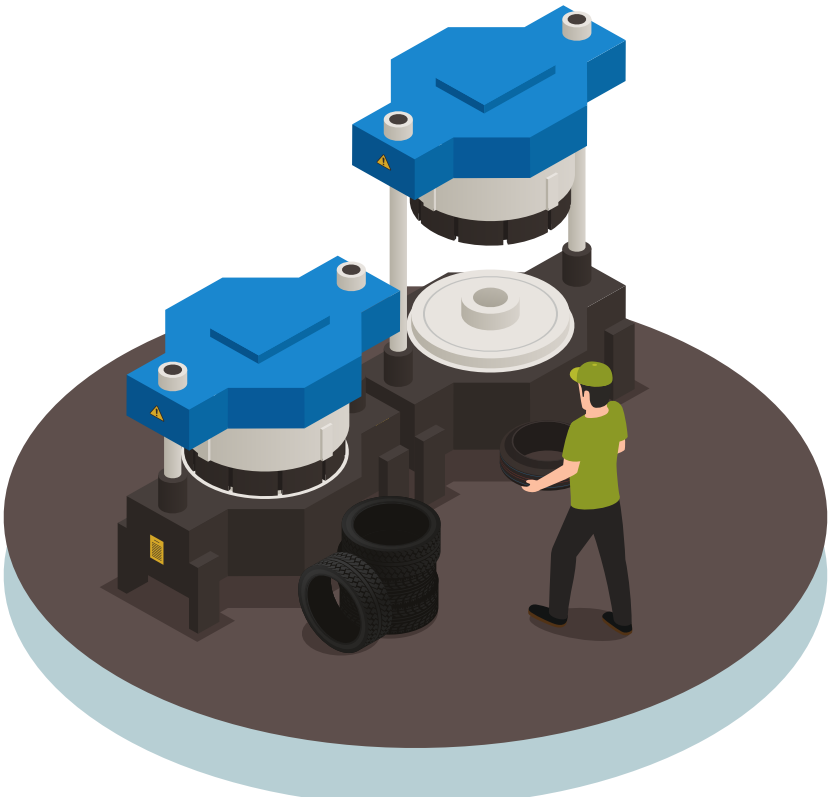
- The client has multiple warehouses and goods are moving from one warehouse to another. This process requires a proper inventory management which was again carried out manually causing loads of issues in exact match of inventory.

- Wholesale business was struggling with finance operations. The entire payment system was taken care manually and there was no proper system of payment. Payment was made in steps like a part of payment was done in advance and the rest was done after the shipment causing confusion in the process.

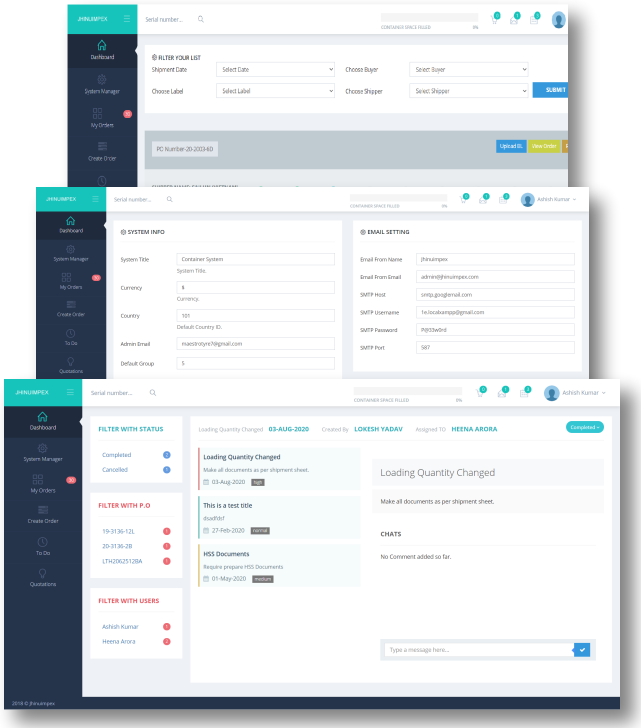
- Quotation and billing documents were created manually which was time taking and inconsistent. Cost estimation was not easy to calculate manually and created loads of discrepancy.

- As tyres are imported from China, customs related papers need to be prepared for each consignment which was done manually and again causing errors. Human errors and inconsistency caused delay in the shipment

- There were no proper systems for task distribution and next steps for Maestro Team member, leading delay in project.



The Solution



Jhinuimpex Tool

> *It was difficult to track the payment and proofs, now after automate the whole process, It helps to track all payment documents at one place. By integrating with Zoho Book our GST sheets are also ready. While audits we can easily check old orders payments proof by just login into the system.*

Sourav Dhamija
Manager Accounts
India

Our approach was to make the entire business operation consistent, secure, and faster. We came up with the idea to create a tool where everything can be managed online at one platform only.

So, we created PHP based **Jhinuimpex Tool** where each and every minute detail of every consignment could be stored and managed.

Now, it became easier to maintain import and export of tyres of multiple brands with proper documentation and billing process. We helped our client with software development to create and turn their old, complex, and disoriented business operation into an organized and result oriented business operation.

The Result

- The entire import and export system became automated.
- Dealers now able to create their order by themselves and Maestro team can also create order on behalf of the dealer.
- Reminders and notification are sent to manufacturer for their each and every action. Also, order status can be tracked easily with the progress bar.
- All staffs are clear with their work as managing person can easily distribute task to each one through portal. Teams can respond to their task as well.
- Dealers are now getting all relevant documents via email.

“The speed at which we're able to manage our orders with the system,especially in preparing document, helps us to respond our customer for status and even managing orders, customers, Customs is quicker and faster than ever.”

Lokesh Yadav
Director Operations
Aelus India

- All documents and invoices are generated through the system only. All documents including BL/CO/Invoice Swift Copy, custom Document/ Dispatch information, etc., are generated and uploaded at one place.
- Product estimation is made easy with the latest pricing.
- As everything is automated and necessary documenthas to be uploaded and generated through a single system, there is no inconsistency in format.
- Tools simplify the quotation follow-up with automated pricing and total cost estimation.

“After having online portal, We can create our order by ourself based on our needs. We know the space so in case we need some extra products we can manage our order accordingly. All the documents and order status are clearly conveys to our sales team. Now we have full transparency on our orders.”

Juneja Traders

India

About Us - PSD Markup

PSD Markup is one of the pioneers in delivering Markup services worldwide, founded in 2010.

Amalgamating knowledge in business domain, genuine methodologies, and combined tech expertise of 50+ professionals, we serve our customers with only quality solutions that best suit their business.

Right from startups to large enterprises, private or public owned, product related or service related industries, we take care of their diverse needs and fulfill their tech requirements substantially.

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