



SAP Business One for Medical & Pharma Manufacturing & Distribution

Version 1.0
1st July 2014

INECOM

THE BEST-RUN BUSINESSES RUN SAP



© 2009: Inecom Technology Pvt Ltd

All rights reserved: No part of this document may be disclosed to any third party, nor be reproduced, stored in a retrieval system, or transmitted in any form or by any means, without the express prior written consent of Inecom Technology Pvt Ltd.

1 Introduction

1.1 General

This document elaborates Inecom's solution for Medical & Pharma products built using SAP's Business One ERP and CRM software.

1.2 Purpose of this Document

The purpose of this document is to state the specific requirements of Medical & Pharma companies and how these have been addressed in SAP Business One.

The total solution for Medical & Pharma manufacturing and distribution companies comprises of a combination of SAP Business One and Inecom's Add-on.

This document is targeted towards individuals working in Medical & Pharma companies that are exploring a suitable ERP solution for their company.

2 Business Needs of an Medical & Pharma Company

2.1 Manufacturing

The manufacturing processes in Medical & Pharma companies are varied, e.g. in a medical implant manufacturing company the processing time to make a batch may take multiple weeks but in case of a process manufacturing example, like a formulation, the time could be as little as a couple of days. The manufacturing process is heavily automated and has relatively little involvement of labour force.

Cost of raw material is generally a very large component of the overall finished product cost. The focus in such companies therefore is in reducing cost of raw material by 2 methods:

1. **Yield:** Monitor and improve yield of high cost raw material components by tweaking the manufacturing processes
2. **Quality Control:** Efficient purchase management and quality control of raw materials

There are two requirements that are statutory in nature in most Medical & Pharma industries, especially those that come under the FDA regulations.

1. **Batch Manufacturing Record (BMR):** The Batch Manufacturing Record is a register of process parameters like temperature, pressure, etc. of each process / machine. This information is maintained for each batch of finished goods that is produced.
2. **Batch Traceability:** Batch Traceability is the ability to trace the quality control information of each batch of raw material used in the production of a specific batch of finished goods.

Inecom's solution for manufacturing includes the following:

2.1.1 Batch Manufacturing Record

Indus Biotech Private Limited	
Batch Manufacturing Record	
Manufacturing Code : FETS	
Product : Fenugreek Extract Powder	Stage : Testofen
Production Order No. : Primary / 9	Date : 17/01/2014
Production Order Qty : 1005 Kg	

III. RAW MATERIAL AND PACKING MATERIAL CONSUMPTION RECORD

Sr. No.	Raw Materials	Unit	Std. Qty.	Drum No./ B No.	AR No.	Actual Used Qty.	Checked By
1	PM2001 - HDPE Drums (50 Litr)	Nos	40	RM131231		40 Nos	
2	PM2003 - Polylined Bags (24 x 40 x350)	Kg	4	RM131233		4 Kg	
3	PM2005 - Alluminium Foil Bags(24 x40)	Nos	41	RM131234		41 Nos	
4	PM2011 - Drum Seal	Nos	40	RM131240		40 Nos	
5	PM2012 - Strip Seals	Nos	40	RM131241		40 Nos	
6	TS - Fenugreek Extract Powder-Testofen	Kg	1010	FE01140113		17 Kg	
				FE131213		32 Kg	
				FE131115		50 Kg	
				FE01140109		120 Kg	
				FE01140107		182 Kg	
				FE01140108		197 Kg	
				FE131215		201 Kg	
FE131214		212 Kg					

One of the sections of the Batch Manufacturing Record also provides Batch Traceability (see above). This section keeps track of the different batches of raw materials that have been used in the production of a particular batch of finished goods.

Indus Biotech Private Limited	
Batch Manufacturing Record	
Manufacturing Code : FETS	
Product : Fenugreek Extract Powder	Stage : Testofen
Production Order No. : Primary / 9	Date : 17/01/2014
Production Order Qty : 1005 Kg	

IV. Operations

Sr. No.	WIP No.	Process	Date	Time		Done By	Checked By
				From	To		
1	249	Blending	06/01/2014	13:00	15:15	Sandip Kachare	
2	249	Blending	06/01/2014	15:15	16:50	Nazir Shaikh	
3	249	Blending	06/01/2014	18:00	1:00	Sudam Shinde	
4	250	Sieving	07/01/2014	12:00	21:30	Santosh Kumar Chavan	
5	251	Metal Detector	07/01/2014	20:00	22:50	Santosh Kumar Chavan	
6	252	Packing	10/01/2014	10:00	14:00	Nisar Shaikh	

The process information of each batch of finished goods is maintained in this section of the Batch Manufacturing Record.

2.1.2 Batch Traceability

Batch Tracking Report							
Item Code : B368001002				Batch No. : 1409156			
ItemDescription : Titanium Round Bar Dia 10 mm Imported							
ItemCode	Description	Batch No.	Batch Quantity	BatchDate	SI Doc.	WH Code	TC
T100F2I00100	Titanium Round Bar Dia 10 mm Imported	1344009	3.600	23/11/2013	6284	RMS - I	
			3.600				
Item Code : B378000045				Batch No. : 1419173			
ItemDescription : Titanium Round Bar Dia. 14 mm Imported							
ItemCode	Description	Batch No.	Batch Quantity	BatchDate	SI Doc.	WH Code	TC
T100F2I00140	Titanium Round Bar Dia. 14 mm Imported	1350093	2.850	15/01/2014	7594	RMS - I	
			2.850				
Item Code : B378001045				Batch No. : 1421157			
ItemDescription : Trigen Pedical Screw Dia 5.5 X 45 mm							
ItemCode	Description	Batch No.	Batch Quantity	BatchDate	SI Doc.	WH Code	TC
B368001002	Trigen Grub Screw	1409156	59.000	13/05/2014	769	SubAssem	
B378000045	Trigen Pedical Screw Dia 5.5 X 45 mm	1419173	59.000	13/05/2014	769	SubAssem	
			118.000				

An example of the Batch Traceability Report is above.

- The section at the bottom shows that Item Code **B378001045** Batch Number **1421157** was made from 2 components; Item **B368001002** Batch Number **1409156** and Item **B378000045** Batch Number **1419173**.
- The top two sections give details of the components and that batch number used to make:
 - o Item **B368001002** Batch Number **1409156**; and
 - o Item **B378000045** Batch Number **1419173**

This report is available **Top-Down** as well as **Bottom-Up**.

- **Top-Down**
 - o One can specify the Finished Good Item Code and Batch Number and find out the details of the Raw Materials along with their Batch Numbers that were used to make it
- **Bottom-Up**
 - o Give the Raw Material Item Code and Batch Number and find out all the different Finished Goods and their Batch Numbers in which this Raw Material batch has been used.

2.1.3 Quality Control

QC Test Result																
Document No	32				Batch No.	FETS1402003										
Requisition Type	Finished Goods Sample				Test Certificate No	32										
Requisition No	7				Requisition Date	09/02/14										
BP Name					Item Code	FETS										
Date In	11/02/14				Item Name	Fenugreek Extract Powder										
Time In	1259				Date Out	10/02/14										
QC Checked By	Sonali Takawale				Time Out	1800										
Production Order	Primary 60				Document Status	Close										
					Approval Status	Approved										
					Test Conducted By											
#	Test Code	Test Description	Test Condition	UOM	Min	Max	Actual	Text / Visual	Text / Visual Actual	Result	Start Date	Start Time	End Date	End Time	Test Conducted By	Station No
1	QC123	Assay	As per SOP	Percentage	0.00	0.00	0.00	NLT 50%	77.12%	Accepted	10/02/14	1100	10/02/14	1700	Sonali Takawale	Laboratory
2	QC102	Loss on drying	As per inhouse	Percentage	1.00	5.00	0.00	NLT 5.00%	3.49%	Accepted	10/02/14	1100	10/02/14	1600	Vinod Hande	Laboratory
3	QC112	Residual solvent	AS per inhouse standard	PPM	0.00	0.00	0.00	Complies	Complies	Accepted	10/02/14	1120	10/02/14	1130	Vinod Hande	Laboratory
4	QC109	Solubility	AS per US standard	Visual	0.00	0.00	0.00	Completely soluble in water	Completely soluble in water	Accepted	10/02/14	1130	10/02/14	1140	Vinod Hande	Laboratory
5	QC113	Bulk Density	AS per inhouse standard	gm/cc	4.50	7.00	0.00	NLT 0.45	0.528	Accepted	10/02/14	1150	10/02/14	1200	Vinod Hande	Laboratory
6	QC129	Appearance	As per USP	Visual	0.00	0.00	0.00	Greenish Powder	Greenish Powder	Accepted	10/02/14	1200	10/02/14	1210	Vinod Hande	Laboratory

A test master is associated with every item be it raw material, WIP or finished good. A set of tests applicable to that item along with valid ranges is maintained in the test master. Each batch is tested and the results compared against the test master. The batch is locked to begin with and not available for issue till the QC tests are done and the batch is cleared.

2.2 Distribution

Distribution and logistics, apart from marketing promotion, is the heart of any Medical & Pharma company.

The distribution infrastructure of an Medical & Pharma company typically consists of CFA Agents, Distributors, at times even Sub-distributors and Retailers.

The sales channel comprises typically of:

- **Institutional Sales**; this channel comprises of corporate, e.g. hospitals, etc. and is managed generally directly by the Medical & Pharma manufacturer
- **Modern Retail**; this channel comprises of the modern format of retailers and may be managed either directly by the Medical & Pharma company or through distributors
- **Traditional Retail**; this channel comprises of small and medium retail outlets. The list of these outlets is very large and is always managed through distributors

Distribution in Medical & Pharma companies typically has the following characteristics.

1. **MRP**: In India almost all Medical & Pharma companies work with MRP (Maximum Retail Price). Every product has an MRP that is valid for the entire country. This MRP is tax inclusive. There is an additional complexity where in the tax percentage for a product is not the same across the country but instead could well vary from state to state. Hence, distributor and retailer margins on MRP vary from state to state.

Inecom's solution provides the user the facility to define Distributor and Retailer margins for each SKU, Purchase and Sales tax codes for each SKU and compute 4 price lists for each State:

- Distributor's Purchase Price with tax
- Distributor's Purchase Price without tax
- Distributor's Sales Price with tax
- Distributor's Sales Price without tax

SAP Business One Price List

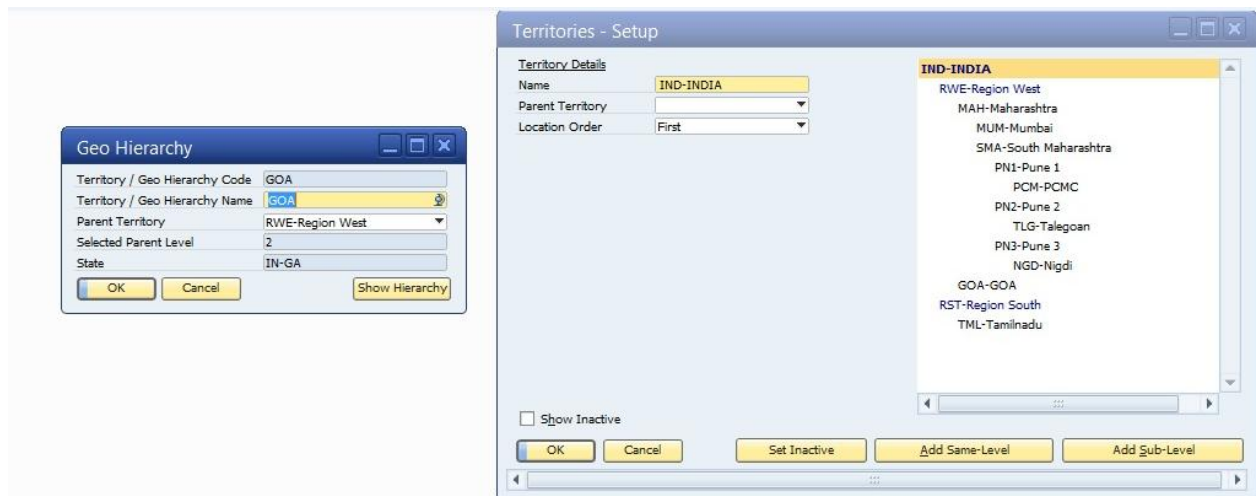
State Code: IN-TN | Purchase Tax Code: VAT@4 | Distributor Margin: 4.00 | Product Category: (Grouped) | Product Category: 100 OWN, 104 SCA, 109 MER, 110 Services, 113 MISC2 | Show | Send To Botree

Dist. Pur Price Before Tax: TN - Distributor CP Exc. Tax | Sales Tax Code: VAT@5 | Retailer Margin: 5.00

Dist. Sel Price Before Tax: TN - Distributor SP Excl. Tax

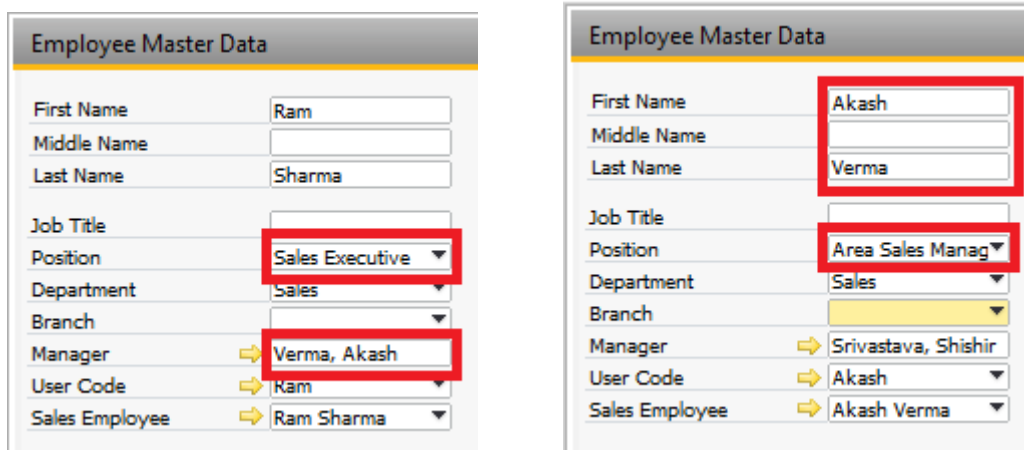
Item Code	Item Name	MRP	Sales Tax Code	Sales Tax (%)	Retailer Margin	Dist. SP With Tax	Dist. SP W/o Tax	Pur Tax ...	Pur Tax(%)	Dist. Margin	Dist. CP With Tax	Dist. CP W/o Tax	Product Batch Code
1	1000188400 Libero NB (140 x 2's) Open diapers	33.000000	VAT@5	5.00	8.000000	30.555556	29.100529	VAT@12.5	12.50	12.50	27.160494	25.867137	MRP:33-TN-068753
2	1000188500 Libero S (120 x 2's) Open diapers	30.000000	VAT@5	5.00	6.750000	28.103044	26.764804	VAT@12.5	12.50	12.50	24.980484	23.790937	MRP:30-TN-835833
3	1000188600 Libero M (90 x 2's) Open diapers	50.000000	VAT@5	5.00	6.750000	46.838407	44.608007	VAT@12.5	12.50	12.50	41.634139	39.651561	MRP:50-TN-607587
4	1000188700 Libero L (80 x 2's) Open diapers	60.000000	VAT@5	5.00	6.750000	56.206088	53.529608	VAT@12.5	12.50	12.50	49.960967	47.581874	MRP:60-TN-335318
5	1000188800 Libero XL (72 x 2's) Open diapers	149.000000	VAT@5	5.00	6.750000	139.578454	132.931861	VAT@12.5	12.50	12.50	124.069737	118.161654	MRP:149-TN-755157

2. **Geographical Hierarchy:** The region, e.g. India, is split into regions, zones, areas, sub-areas and even streets. This is done to assign roles and responsibilities to different parties / individuals for managing the geography and for sales analysis.



3. **Sales Organization:** The different sales personnel as well as dealers form the Sales Organization of the company. Typically this looks like:
- National Sales Manager
 - Regional Sales Manager
 - Area Sales Manager
 - Sales Executive

Using the HR Master of SAP the Sales Organization hierarchy is maintained.



In the example above Ram Sharma is a Sales Executive reporting into Akash Verma who is an Area Sales Manager.

This will allow Akash Verma to receive Sales Reports which are attributed to Ram Sharma.

4. **Product Grouping:** Products of similar nature are grouped together for Sales Analysis, Production Planning as well as for setting Sales Targets. For example, a particular shampoo may be available in 3 different packaging; 250 ml, 500 ml and 1000 ml. For the purpose of setting sales targets the 3 packages, while different SKUs, are treated as one Product Group.

5. **Sales Targets:** Sales targets are defined for Product Groups as well as Sales Areas. Targets are defined for quantities of the Product Group. The average sales price for the different SKUs in the Product Group is taken to arrive at the Value Target. The user can select the Price List from which the prices should be taken.

Manage Sales Target For Sales Product Category

Fiscal Year: 2013-2014 | Default Price List: 1 | CHF

Product Category: DHS Plate | Distribution Method: Equal

#	Territory Code	Territory	Actual Qty	Actual Value	Planned Qty	Planned Value
7		North East	45.0000	45914.00	100.0000	0.00
9		Bahrain	0.0000	0.00	0.0000	0.00
10		Bangladesh	171.0000	65579.00	0.0000	0.00
11		Cameroun	0.0000	0.00	20.0000	0.00
12		Colombia	0.0000	0.00	0.0000	0.00
13		Egypt	0.0000	0.00	0.0000	0.00
14		Ethiopia	0.0000	0.00	120.0000	0.00
15		Ghana	0.0000	0.00	60.0000	0.00
16		Indonesia	0.0000	0.00	200.0000	0.00
17		Italy	0.0000	0.00	0.0000	0.00
18		Japan	0.0000	0.00	0.0000	0.00
19		Jordan	57.0000	63618.00	200.0000	223221.00
20		Kenya	40.0000	50467.00	40.0000	50467.00
21		Korea	0.0000	0.00	0.0000	0.00
22		Malaysia	11.0000	11681.00	0.0000	0.00
23		Mauritius	113.0000	142153.00	250.0000	314497.00
24		Myanmar	54.0000	52305.00	70.0000	0.00
25		Mongolia	0.0000	0.00	0.0000	0.00
26		Morocco	0.0000	0.00	0.0000	0.00
28		Nigeria	45.0000	64145.00	100.0000	142544.00
29		Philippines	159.0000	178408.00	300.0000	349182.00
			5057.0000	3283656.00	9000.0000	6542337.00

Buttons: Cancel, Display, Update

Manage Sales Target For Sales Area

Fiscal Year: 2013-2014 | Default Price List: 1 | CHF

Territory Name: Andhra Pradesh

#	Prod. Cat. Code	Product Category	Distribution Method	Actual Qty	Actual Value	Planned Qty	Planned Value
001		DCS Plate	Equal	20.0000	13943.00	0.0000	0.00
002		DHS Plate	Equal	160.0000	102658.00	345.0000	221356.00
003		DHS Screw	Equal	158.0000	53883.00	205.0000	69911.00
004		DCP	Equal	208.0000	104784.00	431.0000	217124.00
005		LCDCP	Equal	0.0000	0.00	0.0000	0.00
006		Misc Plates	Equal	106.0000	29627.00	0.0000	0.00
007		Semi Tubular	Equal	0.0000	0.00	0.0000	0.00
008		1/3 Tubular	Equal	34.0000	5178.00	99.0000	15077.00
009		Reconstruction	Equal	20.0000	9081.00	28.0000	12713.00
010		Blade Plate	Equal	9.0000	20571.00	0.0000	0.00
011		Others Plate	Equal	0.0000	0.00	0.0000	0.00
012		Cortical screw 2.7mm	Equal	0.0000	0.00	0.0000	0.00
013		Cortical screw 3.5mm	Equal	2113.0000	123078.00	2245.0000	130766.00
014		Cortical screw 4.5mm	Equal	1919.0000	139554.00	1520.0000	110537.00
015		Malleolar Screw	Equal	1.0000	76.00	60.0000	4560.00
016		Cancelous 4mm FT/HT	Equal	9.0000	630.00	621.0000	43470.00
017		Washer 4mm	Equal	33.0000	891.00	40.0000	1080.00
018		Cancelous 6.5mm 16TL	Equal	364.0000	47539.00	472.0000	61644.00
019		Washer 6.5mm	Equal	161.0000	4347.00	60.0000	1620.00
020		Can Can 4mm	Equal	95.0000	35858.00	180.0000	67941.00
021		Can Can 6.5mm 16TL/3	Equal	215.0000	103177.00	242.0000	116134.00
022		Others Screws	Equal	0.0000	0.00	0.0000	0.00
				28102.0000	5797866.00	30033.0000	6279770.00

Buttons: Cancel, Display, Update

6. **Production Plan versus Sales Plan:** Sales Plans are at Product Category level. The Production Plan however needs to be at an individual SKU level. Inecom's solution for SAP Business One explodes the Sales Plan generated at Product Category level into an SKU level Production Plan based on previous months sales information.

Example:

- Product Category *Shampoo* has 2 SKU's viz.
 - o *Dry Hair Shampoo – 250 ml*
 - o *Oily Hair Shampoo – 1000 ml*
- Sales target for Shampoo is 4000 nos
- Last year sales data is:
 - o Dry Hair Shampoo sold 700 nos
 - o Oily Hair Shampoo sold 2100 nos
- SKU level Production Plan will be:
 - o Dry Hair Shampoo $((700/2800) * 4000) = 1000$ nos
 - o Oily Hair Shampoo $((2100/2800) * 4000) = 3000$ nos

Note that the Annual Sales Plan needs to be broken down to a smaller time segment, typically months. The apportionment of the Annual Sales Plan across the months can be done based on SAP Distribution Method (see below)

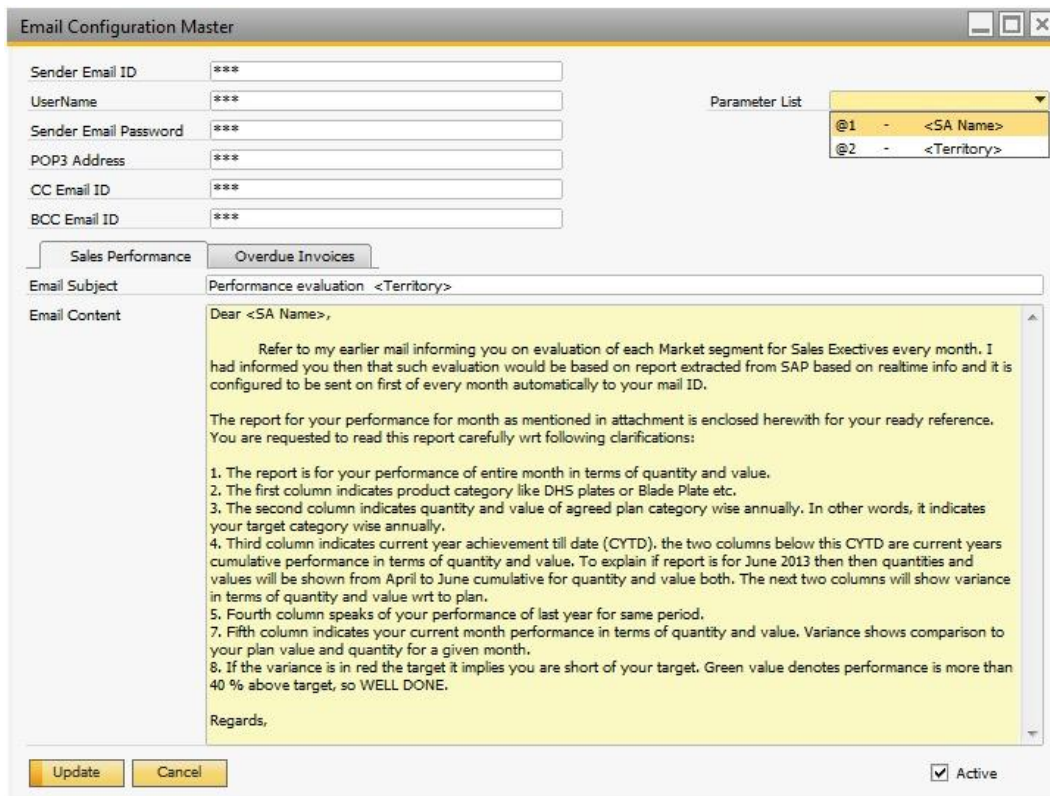
Method	Method Name	Total
4	Seasonal	100.00

Month	Factor
1	5.00
2	5.00
3	10.00
4	5.00
5	5.00
6	20.00
7	10.00
8	10.00
9	10.00
10	10.00
11	5.00
12	5.00
100.00	

7. **Sales Reporting:** Keeping the entire sales force informed about their sales performance on a regular basis is extremely important. In large organizations with 100s of sales personnel at various levels this can be an extremely time consuming activity.

Inecom's SAP Business One solution has been configured to email on the 1st of each month a set of reports to the concerned personnel. The report contains information that is specific to the sales person. In case of managers the report has information about all his direct reportees.

Since the reports take a while to be generated and them emailed in PDF format this activity is scheduled to happen at off hours, say midnight.



Email Configuration Master

Sender Email ID: ***
 UserName: ***
 Sender Email Password: ***
 POP3 Address: ***
 CC Email ID: ***
 BCC Email ID: ***

Parameter List: @1 - <SA Name>
 @2 - <Territory>

Sales Performance | Overdue Invoices

Email Subject: Performance evaluation <Territory>

Email Content: Dear <SA Name>,
 Refer to my earlier mail informing you on evaluation of each Market segment for Sales Exectives every month. I had informed you then that such evaluation would be based on report extracted from SAP based on realtime info and it is configured to be sent on first of every month automatically to your mail ID.
 The report for your performance for month as mentioned in attachment is enclosed herewith for your ready reference. You are requested to read this report carefully wrt following clarifications:
 1. The report is for your performance of entire month in terms of quantity and value.
 2. The first column indicates product category like DHS plates or Blade Plate etc.
 3. The second column indicates quantity and value of agreed plan category wise annually. In other words, it indicates your target category wise annually.
 4. Third column indicates current year achievement till date (CYTD), the two columns below this CYTD are current years cumulative performance in terms of quantity and value. To explain if report is for June 2013 then then quantities and values will be shown from April to June cumulative for quantity and value both. The next two columns will show variance in terms of quantity and value wrt to plan.
 5. Fourth column speaks of your performance of last year for same period.
 7. Fifth column indicates your current month performance in terms of quantity and value. Variance shows comparison to your plan value and quantity for a given month.
 8. If the variance is in red the target it implies you are short of your target. Green value denotes performance is more than 40 % above target, so WELL DONE.
 Regards,

Update Cancel Active

A sample report is shown below. This report has 4 sections:

- Section 1 states the Annual Plan, Qty and Value, for that Product Group/Category.
- Section 2 is variance between this year's plan and actuals lists
 - o It lists the Current Year-to-Date figures (CYTD), Quantity and Value, compares that with the CYTD Plan and lists the Variance, Qty and Value.
- Section 3 is the increase / decrease in sales over last year
 - o It lists the Last Year Year-to-Date figures (LYTD), Quantity and Value, compares that with CYTD figures and lists the Variance, Qty and Value.

Given the fact that such a report as the one below contains vast amounts of data the cells that are important, i.e. significantly short of target are shown in **RED** and significantly ahead of target are shown in **GREEN**.

SALES PERFORMANCE REPORT - Andhra Pradesh January 2014

Product Category	Annual Plan		CYTD				LYTD				Current Month			
	Plan Qty	Plan Value	Actual Qty	Actual Value	Var-Plan Qty	Var-Plan Value	Actual Qty	Actual Value	Var-CY Qty	Var-CY Value	Actual Qty	Actual Value	Var-Plan Qty	Var-Plan Value
DCS Plate			62	38,856	62	38,856	13	8,214	49	30,642				
DHS Plate	345	221,356	592	284,202	304	99,416	92	56,756	500	227,446	2	892	-26	-17,073
D1/3 Screw	205	69,912	440	106,290	270	40,610	99	27,042	341	70,746	14	4,100	-3	-1,090
DCP	431	217,124	210	91,982	-150	-39,376	164	82,469	46	9,511	17	9,348	-19	-8,788
LCDCP			2	1,892	2	1,892			2	1,892				
Misc Plates			151	29,544	-151	-29,544	94	27,250	57	2,294	2	409	2	409
3ermi Tubular														
1/3 Tubular	99	15,077	103	15,394	21	2,908	24	3,558	79	11,836	12	1,924	4	706
Reconstruction	28	12,713	37	19,802	14	9,360	15	6,575	22	13,227	5	2,401	3	1,493
Blade Plate							9	20,571	-9	-20,571				
Others Plate														
Cortical screw 2.7mm			00	4,900	00	4,900			00	4,900				
Cortical screw 3.5mm	2,245	130,767	3,317	166,555	1,447	57,635	2,021	117,290	1,296	49,265	106	5,772	-81	-5,120
Cortical screw 4.5mm	1,520	110,537	2,564	157,436	1,297	65,345	1,552	111,606	1,012	45,880	33	2,424	-93	-6,739
Malleolar Screw	60	4,560	135	7,458	85	3,658	1	76	134	7,382	8	648	3	268
Cancellous 4mm FT/HT	621	43,470	287	16,262	-231	-19,998	7	516	280	15,748			-51	-3,570
Washer 4mm	40	1,000	02	000	-1	-200	00	091	-1	-200			-9	-01
Cancellous 6.5mm 16TL/32TL/FT	472	61,644	625	60,976	232	9,653	364	47,539	261	13,437	7	868	-32	-4,225
Washer 6.5mm	60	1,620	60	1,320	10	-30	161	4,347	-101	-3,027			-6	-135
Can Can 4mm	180	67,942	274	80,097	124	23,477	94	35,436	180	44,661	16	5,786	1	104
Can Can 6.5mm 16TL/32TL/FT	242	116,134	229	86,585	28	-9,675	193	92,111	36	-5,528	16	9,005	-2	-593

Page 1 of 9

Another example of Sales Reporting is to email the *Outstanding Invoices (Accounts Receivable)* to each Sales Person on the first of each month. This ensures timely collection and reduction of Accounts Receivable days.

2.3 Solutions for the Dealers

2.3.1 Primary & Secondary Sales

A primary sale is defined as the sale made by the manufacturer to the Distributor.

Secondary sale happens when the sale is made by the Distributor to the Retailer.

A final sale happens when the Retailer sells the SKU to the consumer.

The SAP Business One solution is capable to managing both the Primary as well as Secondary sales businesses. A brief description of how this is managed is explained below:

- Multiple company databases need to be set-up
 - o DB1: The Medical & Pharma Manufacturing Company
 - o DB2: Distributor 1 Pvt Ltd
 - o DB3: Distributor 2 Pvt Ltd
 - o And so on.....
- All masters are created only in DB1, e.g. Item Master. Upon Add/Update the same data is pushed automatically to DB2 and DB3 and so on.
- Primary sale by the Medical & Pharma company to the distributors happens in DB1. Upon creation of a Sales Invoice in DB1, a GRN is automatically created in the DB2 or DB3 company depending upon the Distributor selected in the Sales Invoice.
- Secondary sales happen in DB2 and DB3.
 - o This solution presupposes that the distributors use the computing infrastructure provided by the Medical & Pharma Manufacturing Company to process sales and purchase transactions.

2.3.2 Botree Integration

The other option of managing secondary sales is through Botree software. Botree is popular software used by dealers/distributors. Inecom has integrated SAP Business One with Botree.

The scope of the integration covers the following:

- The following data is updated from SAP Business One to Botree upon Add/Update/Delete
 - o Customer, i.e. Dealer
 - o Item Master
 - o Price List
 - o Geography, i.e. Territory
 - o Sales Organization
- A Sales Invoice to a Dealer created in SAP Business One becomes a Purchase Invoice in Botree awaiting approval.

2.3.3 Web Sales Order

In the event the dealer community wishes to continue using their internal systems Inecom’s Web Sales Order is a perfect solution by which the dealers’ can place their orders.

This is a web based solution that is used by dealers to create sales orders. The Web Sales Order module is integrated with SAP Business One.

The dealer can track status of their order and invoices from the Web Sales Order system (see screenshot below):



Request to View Order No : Primary/33 [Close]

Document Date: 12/17/2013
Status: Open
Sales Employee: Narendra Shukla
Custom Ref. No: PO Dated 1212 dated
Shipping Type:

Billing Address: Near CP, Block 3 Street 1 PO Box 2, Delhi - 110 001
Shipping Address: Near CP, Block 3 Street 1 PO Box 2, Delhi - 110 001
Tracking Number:

Item...	Item...	Qua...	UOM	Price	Disc...	Total After Dis	Tax	Tax Total	Line Total
BIKE100	Bike - Rtr	2	Kgs	INR 50,000.00	4.00	INR 96,000.00	BED+CS	INR 9,988.61	INR 105,988.61
BIKE100	Bike - Fr	2	Pack of	INR 3,000.00	5.00	INR 5,700.00	BED+CS	INR 618.29	INR 6,318.29

Remark / Comment:

Amount Before Tax: INR 101,700.00
Total Tax: INR 10,606.90

Total	Status
INR 112,306.90	Open
INR 0.00	Open
INR 3,159.14	Open
INR 0.00	Open
INR 2,305.62	Closed
INR 7,306.20	Closed
INR 3,000.00	Closed
INR 31,465.37	Open
INR 234.84	Closed
INR 3,146.54	Closed
INR 6,293.07	Closed
INR 3,721.64	Open
INR 2,853.14	Open
INR 3,206.25	Cancelled
INR 2,907.00	Open
INR 3,266.31	Closed