

iPACS INVENTORY MANAGEMENT

SIMPLIFYING AN OPERATORS'
INVENTORY-RELATED
“WHAT”, “WHEN”, “WHERE”, AND
“HOW MUCH” QUESTIONS

Telecom operators are faced with several crucial questions while planning purchases related to inventory and maintaining an optimum replenishment cycle across all channels.

Broadly, these include: “what” type of inventory is required in the market; “when” the procured inventory will deplete; “where” the inventory will be invariably required and “how much” of inventory is required to replace the depleting stock in the channel and the warehouse.

Overall, for rapid and error-free customer acquisition, an operator requires to ensure proper management of sold and in-stock assets. This is the key to create and maintain a tidy sales channel and minimize any potentially contentious resource-related situation during the tertiary sales process.

Comviva's iPACS Smart Inventory solution is designed to meet all requirements pertaining to dynamic inventory management to handle both physical and logical inventory.

KEY FEATURES

Inventory Management

- Physical inventory
- Logical inventory
- Premium number management
- Physical-logical inventory bundling

Inventory Lifecycle

- Primary sourcing to consumption booking
- Real-time tracking at each step transfer
- Refurbishment and replacement support

Inventory Ageing Management

- Support for warranty management
- Value degradation support for sold inventory
- Customer payable calculation

Price Management

- Channel-wise price segregation.
- Inventory discounts

Warehouse Management

- Warehouse on-boarding and lifecycle management
- Warehouse hierarchy management
- Internal transfers management
- Warehouse health check and smart triggers

Inventory Purchase Management

- Dealer PO management
- PO lifecycle management

KEY VALUE CREATORS

Support for price depreciation

iPACS Smart Inventory enables the operator to define warranties and payout at different mile stones of consumed inventory. This enables the operator to minimize liabilities on sold inventories such as STBs, etc.

The product is aligned to an operators' sales strategy

Push -sale to channel

iPACS Smart inventory provides a real-time view of the inventory available at channel outlets, with channel personalized smart triggers to implement a push-sale strategy.

Pull-based product sale strategy

iPACS Inventory, coupled with a dealer PO enables an operator to take an informed decision on the channel's selling potential and increase sales.

Support for primary sourcing triggers

Through its 360 degree inventory tracking features and reports, the iPACS Inventory Management solution enables the operator to plan their primary purchases. This is done to obtain a head-start to meet the expected demand and supply deficit.

Support for part deliveries

iPACS Smart Inventory enables the operator to complete the order in multiple deliveries as per inventory availability in the primary warehouse.

Stock norms management

iPACS smart Inventory maintains a dynamically updating stock norm that defines the sales potential of a particular dealer and/or channel, thus creating a value add for channel target allocation and reducing the channel to target mismatch cases.

Dynamic SIM Allocation

iPACS smart Inventory enables the operator channel to acquire customers by pre-booking inventory and MSISDN in case of inventory shortage. The feature enables the operator to provide business continuity irrespective of availability at channel outlets and rollout low risk and light channels. The feature will also help increase rural weight sales channels. The feature will also help increase rural penetration where replenishing inventory takes some time.

PRODUCT ARCHITECTURE



Warehouse Manager



Sales



Distributor



FOS

Operator

Channel

Enterprise Messaging Service (EMS)

iPACS Inventory Management

Warehouse and Channel Management

Warehouse Management	Channel- Inventory Binding	Stock Norm Management
Inventory Transfer Planning	Purchase Planning	Warehouse Hierarchy
Dealer PO Lifecycle	Web self care	Alerts and Messages
Sales Push Planning	Reordering and Order Hierarchy	Invoice Management

Inventory Management

Inventory Type Creation	Inventory Upload	Inventory Bundling
Pricing and Discounts	Warranty Management	Inventory Tracking
Inventory Lifecycle	Refurbish Management	Reports
Consumption Booking	Change Management	Dynamic SIM Allocation

PLATFORM FEATURES

Centralized Platform

The solution talks to multiple network elements. It can be deployed for a country or region, with seamless multi-location connectivity, depending on operator requirements.

Deployment

The ipacs Inventory Management solution supports both cloud-and-on-premise deployment-based modes.

Reliability

The solution ensures 99.99 per cent uptime, with redundancy at the hardware and application levels and fault tolerance.

Adaptability

The iPACS Inventory Management solution enables new services to be rapidly and cost-effectively deployed.

Flexibility

The solution comprises of a configurable platform with automated processes and systems to facilitate incremental deployments.



BENEFITS OPERATORS

◆ Online accurate inventory tracking

"iPACS Smart Inventory" ensures that a real-time snapshot of an operators' inventory is always available for taking business critical decisions and maintaining SLA compliance.

◆ Just-in-time inventory ordering for cost optimization

"iPACS Smart Inventory" provides support for just-in-time inventory management, thereby ensuring substantial OPEX savings for the operator.

◆ Value based pricing for Inventory

"iPACS Smart Inventory" provides the operator the flexibility to define a vanity number and segment all such numbers into multiple buckets. Thereafter, the operator can undertake value-based pricing for such numbers to extract the true valuation of specialized inventory.

◆ Real-time link with sales channel partners

"iPACS Smart Inventory" provides a real-time link for operators to link with channel sales partners and accept requests, while obtaining an accurate picture of the available inventory in the market.

Comviva is the global leader of mobility solutions catering to The Business of Tomorrows. The company is a subsidiary of Tech Mahindra and a part of the \$21 billion Mahindra Group. Its extensive portfolio of solutions spans digital financial services, customer value management, messaging and broadband solution and digital lifestyle services and managed VAS services. It enables service providers to enhance customer experience, rationalize costs and accelerate revenue growth. Comviva's solutions are deployed by over 130 mobile service providers and financial institutions in over 95 countries and enrich the lives of over two billion people to deliver a better future.

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