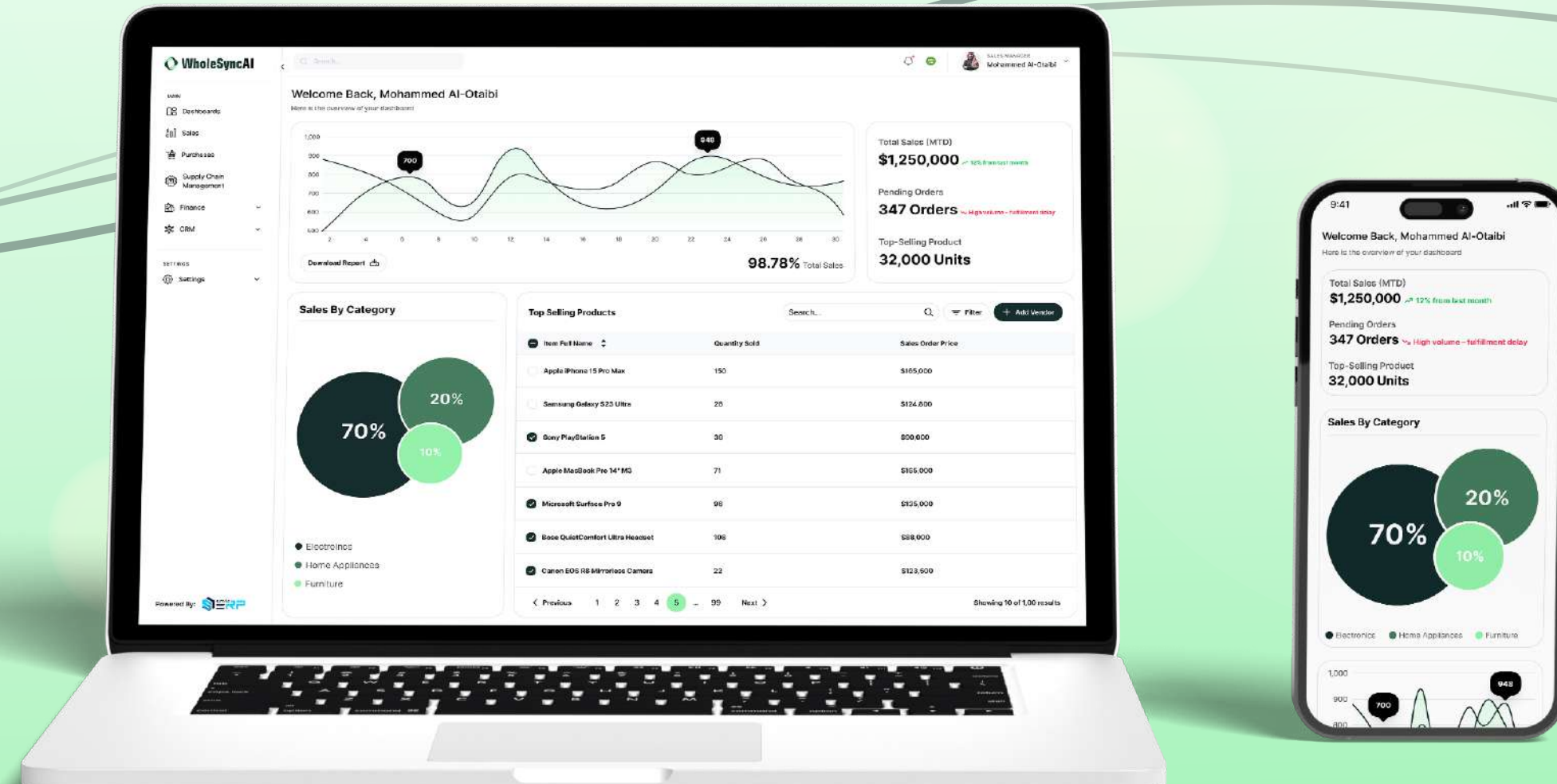


## Revolutionizing Wholesale & Distribution Management



### Overview

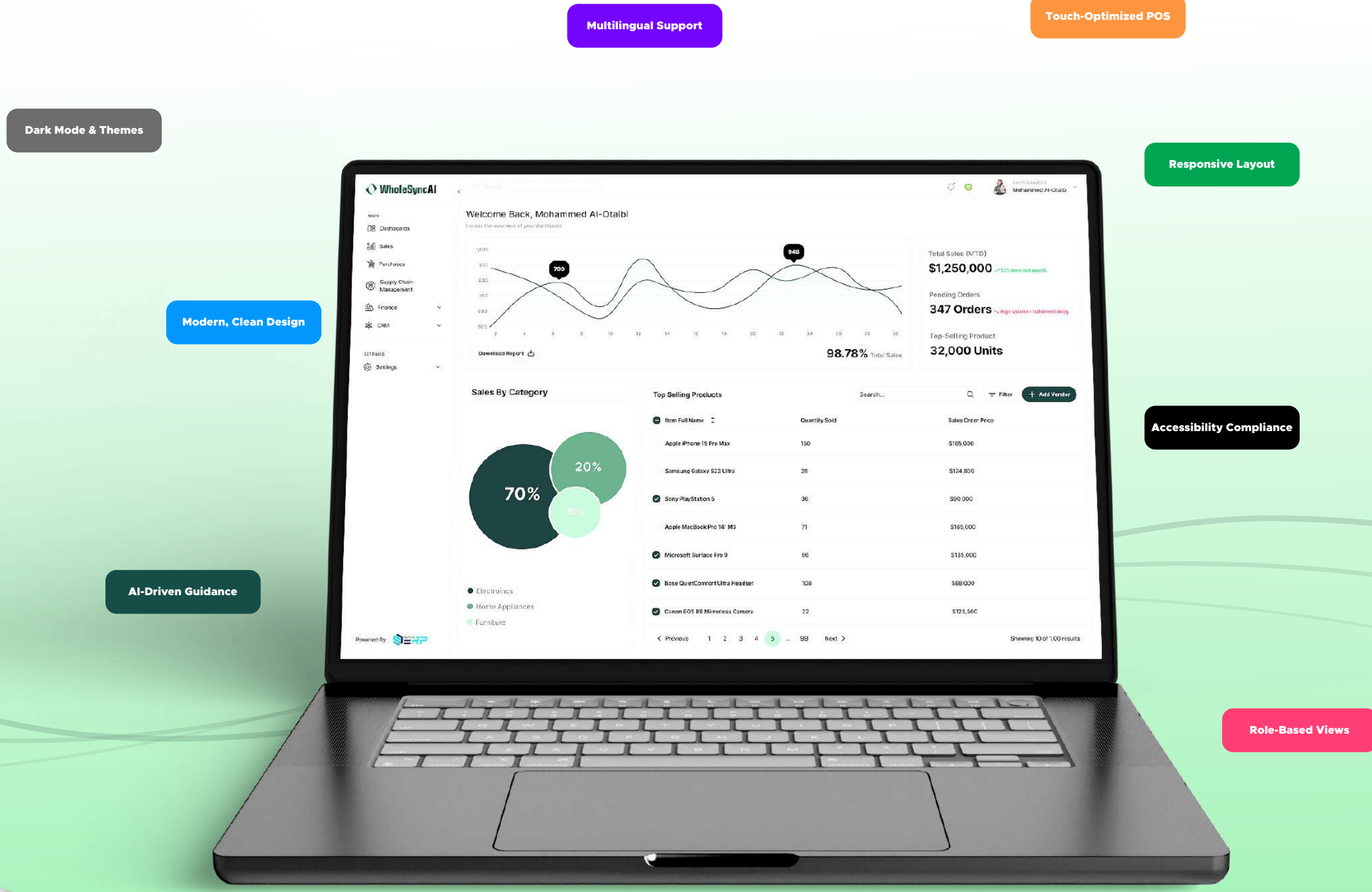
JSI is a trading company that purchases air conditioners (ACs) and their spare parts in bulk and distributes them through a network of independent salesmen. As the business expanded, managing inventory, tracking salesmen's stock and performance, and ensuring accurate billing became increasingly complex. To address these challenges, JSI implemented WholeSync AI, a solution from Sumato ERP designed for wholesale distribution and inventory management.

### Challenge

JSI faced several operational difficulties: there was no centralized system to monitor stock flow from purchase to final sale. Inventory tracking was manual, making it hard to maintain accurate part-wise stock levels. Salesmen's stock and sales performance were tracked through spreadsheets, leading to errors and delays. Additionally, billing and verification processes were time-consuming and likely to have inaccuracies, particularly when handling returns or adjustments.

### Solution

WholeSync AI enabled JSI to centralize its entire distribution process on one platform. The system provided real-time tracking of part-wise inventory across warehouses and salesmen. It offered clear visibility into salesmen's stock and performance, while automating billing linked directly to inventory movements. AI-powered alerts helped prevent stockouts and optimize restocking. The platform's design aligned well with JSI's



### Integration Process

The Sumato team conducted a thorough review of JSI's existing workflows to identify pain points. WholeSync AI was then personalized to JSI's specific requirements, including detailed inventory item management, salesman profiles, and billing rules. The implementation was done in stages to avoid interruptions, along with complete training for warehouse staff and salesmen. This ensured a smooth transition with continuous business operations.

### The Impact

After implementation, JSI experienced significant improvements. Real-time stock visibility reduced errors and streamlined inventory control. Billing and account balancing became faster and more accurate. Enhanced tracking of salesmen's stock and performance helped JSI improve distribution efficiency and better manage its sales network. Inventory alerts helped prevent stockouts and overstocking. WholeSync AI delivered increased accuracy, efficiency, and control, supporting JSI's continued growth.

### Get Started with WholeSync AI

Ready to transform your wholesale and distribution operations with AI? Here's how to begin:



- Schedule a Demo:** Book a personalized demo to explore WholeSync AI's capabilities.
- Free Trial:** Sign up for a 14-day free trial to experience AI-driven distribution management.
- Contact Us:** Reach out at [support@wholesync.ai](mailto:support@wholesync.ai) or call +1-800-WHOLESYNC.

Join the AI revolution with WholeSync AI—where intelligence drives efficiency and growth.



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