

Distributor Management System (DMS) Transformation for Genus

From fragmented distributor operations to a unified, real-time management platform, Kansoft enabled Genus to streamline its distribution network with a scalable DMS solution.

Client Overview

Genus, a leading energy equipment manufacturing company, operates an extensive distributor network across multiple regions.

To support growing operations and improve visibility across the supply chain, Genus required a **centralized digital platform** to manage distributor interactions, schemes, and financial workflows efficiently.

Industry

Energy Equipment Manufacturing

Technology Stack

- **Backend:** .NET Core
- **Database:** Microsoft SQL Server
- **Integration:** SAP (ERP Integration)
- **Platform:** Web + Mobile (Distributor App – Android)

Key Challenges

Complex Scheme Management

- Need for flexible and dynamic configuration of distributor schemes
- Lack of standardized system for scheme execution and tracking

SPGS Automation Gaps

- Manual handling of Solar Power Pack (SPGS) processes
- Limited visibility of scheme impact across the system

Inefficient Scheme Settlement

- Decentralized processes leading to delays and inconsistencies
- Lack of transparency in settlement calculations

ERP Integration Challenges

- Need for seamless SAP integration
- Ensuring real-time synchronization of orders, payments, credit limits, and product data

Our Approach

Kansoft implemented a **solution-driven engineering approach** to modernize distributor operations:

- **Business Process Mapping:** Aligned DMS workflows with real-world distribution processes
- **Custom Platform Development:** Built a scalable DMS tailored to Genus requirements (*Custom Software Development*)
- **Integration Strategy:** Enabled real-time data exchange with SAP (*API & Integration Development*)
- **Automation Focus:** Digitized scheme lifecycle and settlement processes
- **Mobility Enablement:** Delivered a distributor-facing mobile app for real-time access and operations

Solution Delivered

Distributor Management System (DMS) Platform

- Centralized platform to manage distributor lifecycle, orders, and financials
- Real-time visibility across distribution network

Dynamic Scheme Management Engine

- Configurable scheme setup with flexible rules
- Automated tracking and execution across distributor network

SPGS Automation

- End-to-end automation of Solar Power Pack processes
- Improved tracking and impact visibility across system

Centralized Scheme Settlement

- Streamlined and transparent settlement workflows
- Reduced manual intervention and processing delays

Seamless SAP Integration

- Real-time synchronization of orders, payments, credit limits, and product data
- Unified data flow across systems

Distributor Mobile Application

- Android-based app for distributors to:
 - Place orders and track payments
 - Monitor credit limits and outstanding dues
 - View schemes and incentives
 - Record secondary sales
 - Access invoices and update payment acknowledgements

Key Integrations

- SAP ERP system
- Distributor mobile interfaces (Android)
- Internal order and financial systems

Business Impact

- **Improved operational visibility** across distributor network
- **Faster scheme execution and settlement** through automation

- **Real-time ERP synchronization** eliminating data inconsistencies
- **Enhanced distributor experience** via mobile-first access
- **Streamlined order-to-payment lifecycle**

Measured Outcomes: Before vs After

Metric	Before	After
Scheme Management	Manual, inflexible	Dynamic, automated configuration
SPGS Processing	Manual tracking	Fully automated workflows
Scheme Settlement	Decentralized, delayed	Centralized and efficient
ERP Data Sync	Delayed, inconsistent	Real-time SAP integration
Distributor Operations	Fragmented tools	Unified mobile + web platform
Data Visibility	Limited	Real-time insights across network

What Changed for the Business

Operational Efficiency

Automation of scheme management and distributor workflows significantly reduced manual effort and improved execution speed.

Distributor Engagement

The mobile-first platform empowered distributors with real-time access to critical data, improving responsiveness and satisfaction.

Data-Driven Decisions

Real-time synchronization with SAP enabled accurate tracking of orders, payments, and credit exposure.

Scalable Distribution Ecosystem

The DMS platform provides a strong foundation to scale distributor operations across regions with consistency and control.

Why Kansoft

- **Manufacturing & Distribution Expertise:** Strong understanding of distributor ecosystems and ERP integrations
- **Custom Engineering Capability:** Tailored solutions aligned with complex business processes
- **Integration Excellence:** Proven experience in SAP and enterprise system connectivity
- **Scalable Platform Design:** Built for growing distribution networks
- **Mobility-Driven Solutions:** Enhancing field operations through mobile-first experiences