

Turbocharge your B2B sales

jini
commerce
B2B online commerce platform
Partner Program

Customer Problem



Companies lack the capability to transact & sell online to Channel partners & B2B customers. Direct to retailer/reseller move is a challenge.

(65% of B2B customers have asked for ability to self order, solution not widely available)



Manual & fragmented price listing, quotation sharing, order booking, invoicing, delivery & payment processes leading to longer sales & order to cash cycle



Limited visibility to sales pipeline movement, field salesforce activities & sub-optimal productivity. *(40% ++ time wasted in manual reporting and tracking)*

There is a significant opportunity loss of business without companies realizing it

What is JiniCommerce

Automates online B2B sales and channel order management



Online B2B Order modules with instant quotation generation for channel partners /customers with customized catalogues



Automated invoicing & payment collection from channel partners, **real-time inventory** visibility



White-labelled mobile commerce app for B2B and B2C



Field sales force activity planning, tracking, productivity, sales pipeline management

Other available solutions are expensive, complex to implement and use

JiniCommerce Key Benefits



Faster sales- from days to minutes

Seamless online sales with 24*7 Channel & customer Self ordering capability with updated custom price-lists



Higher sales

Minimal opportunity sales loss with real-time visibility of self/channel inventory. Optimized sales force productivity with better Journey cycle planning and monitoring



Faster order to cash cycle

Invoicing, delivery tracking & online payments via payment gateways



Minimal Cost

At a fraction of the price of similar solutions (Pay as you go SaaS model)



Instant deployment

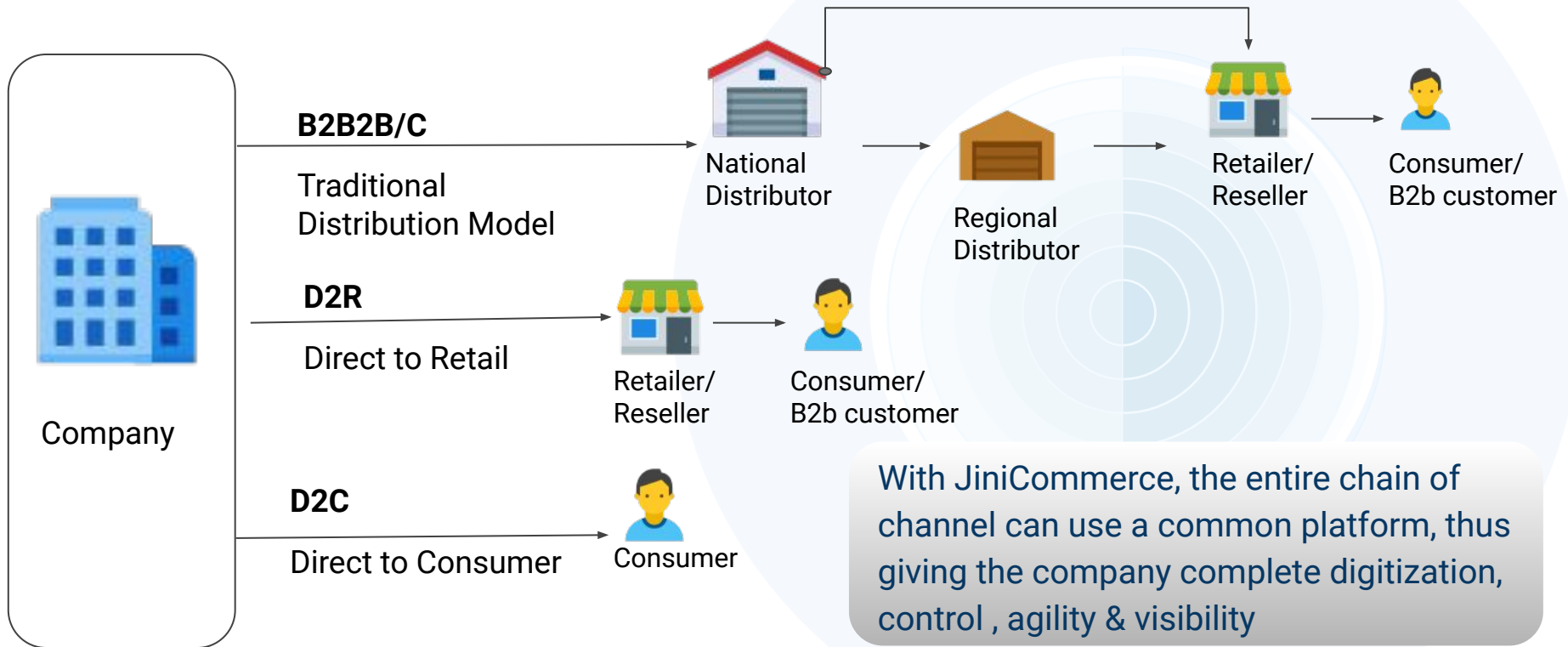
With a ready to use, Customer branded B2B mobile app



Higher sales team's productivity

Real time visibility of pipeline & progress of different stages. Instant DCR, geo-tagging & stack ranking of performance

JiniCommerce is suitable for all RTM models



Transformational Supply chain technology for the Distribution network is expensive, and not easily accessible

JiniCommerce solution is suited for various industries

Fortune 500 Japanese Electronics Company



Sells to national distributors, state distributors and authorised service centers - 400 Indian partners

100 Cr+ Automotive Parts Manufacturer



Sells to 1 lakh+ mechanics & automotive stores across South Asia using Whitelabeled App

900Cr+ Mattress Company



Receives orders from their 400+ distributors all over the country

Fortune 500 - HDD Manufacturer



Manages inventory & processes customer returns at 400+ authorised service centers

6500+ Cr - FMCG Company



Manages Delivery of products to 1000s of retailers & manage inventory at hubs in 3 states

100Cr+ Automotive Accessories



Field sales executives plan and track field sales activities & expenses, collect orders & payments from stores

Our Story So far

- 100K+ B2B users on a mature & stable technology platform with mobile-first approach
- Customers in India, South East Asia, Africa
- 20+ customers. Highest customer ARR - INR 32 lacs
- 5 prestigious awards
- 95% customer retention
- Customer acquisition till date without a sales team

Partial Customer List



Founders



Rakesh Tergundi

CEO, Co-Founder

Ex Global Delivery Center head of Google Supply Chain & Post Sales

28 years IT + Supply Chain experience with Google, Motorola & P&G (Gillette). Global Supply Chain, Enterprise

B.E (E&C) GIT Belgaum PGDAC (CDAC)



Rahul Agarwal

Co-Founder

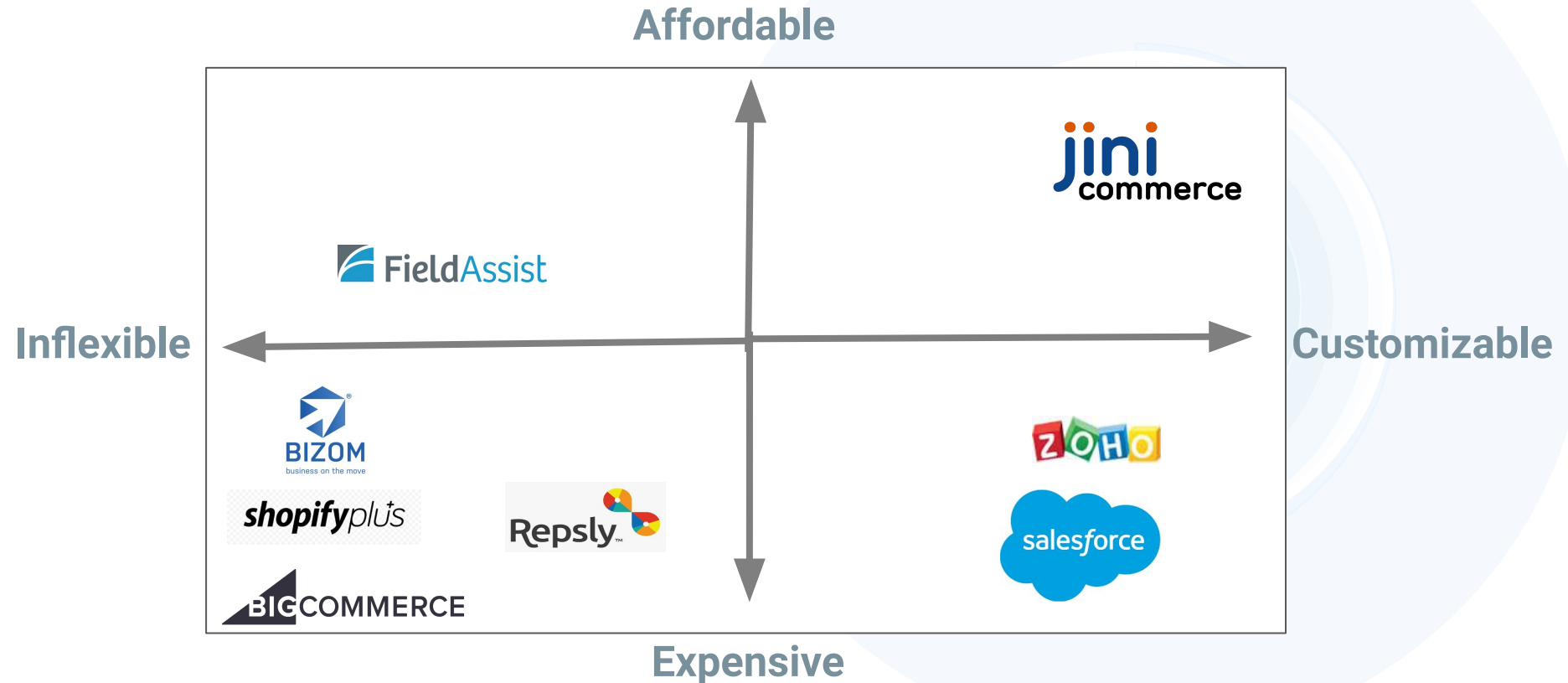
Ex MD & CEO of Lenovo India

Over 26 years of experience in leading global functions and large P&Ls.

MBA from IIM, Ahmedabad.






Recipient of the distinguished IIMA alumni award

JiniCommerce has a unique positioning



All logos are for representation purpose only and are trademarks of respective companies.

JiniCommerce is superior, faster & cost effective

		Shopify Plus, BigCommerce MNC Competitor	Indian Competitor
 Implementation Time	1 day	3 weeks +	2 weeks +
 Customer branded Mobile App	Readily available	Not available	Not available
 Field Force & Point of Sale on Android/ iOS	Included	Not available	Not available
 Subscription Fee (Cost per Month, 25 users)	Starts at \$1K pm	Starts at \$3K pm, \$10-\$15K pm	\$4K pm

Media & Awards



CeBIT Innovation Award



ICICI Appathon



BCIC Emerging Stars



CIO SaaS

COLLABORATION VIA EMAIL WAS A BIG HASSLE

THE COMPANY: MOBIJINI
THE IDEA: Mobile platform for sales assistance
HOW IT STRUCK: Rakesh Tergundi joined Motorola in 1997 and spent 17 years there including six years in Singapore. One of his roles was on the supply chain side, where he interacted with suppliers and customers to take care of warehouse and inventory management. He found this collaboration extremely difficult. "Collaborating on emails was a hassle." So when Google acquired Motorola in 2014, he decided to leave Motorola and try and solve this problem.
WHEN IT STARTED: June 2015

HOW IT STARTED: He spent 8 months working on a pilot and getting customers. He started the platform as a tool for FMCG and pharma companies, where sales people could write down the order numbers on a mobile app instead of coming back to office and jotting them down manually.
NOW: It is now a mobile app for e, "ry-one in the supply chain and provids them with sales assistance lik, "atalog management, real-time inventory lookup, sales calls scheduling. Mobijini works with over 20 companies and won the Innovation Award at CeBIT India earlier this month.

ASSISTING SALES: RAKESH TERGUNDI



Mobile wallet firms get a boost

Deccan Herald

BENGALURU: The demonst-ication has given a boost to mobile wallet companies as thousands of visitors enquired about cashless transactions at the three-day ITE.biz 2016.
 Briefing reporters here on Wednesday Minister for Information Technology, Prashant Mamtara said, "Demonstration has not affected Bengaluru ITE.biz. In fact, we have received a very good response from people."
 "Everybody is looking for technology intervention. Over 140 stalls, including many mobile wallets companies, are participating in big numbers. On an average 2,000 people per day have visited the expo."
Mobile platform
 Bengaluru-based Mobijini CEO and co-founder Rakesh Tergundi said, "Post demonst-ication, we have been seeing a lot of enquiries for Mobijini as a mobile platform that offers automation and digital payments. Moving to cashless system is the need of the hour today."
 Gujarat-based Milople Technologies founder and CEO Prashant Mamtara said, "This event is good for branding. We get a lot of traction and live feedback from users."
 "Even school students are paying a visit. On business side it actually creates a bit trouble. But I strongly support as it makes young children aware about science and technology."
Awards instituted
 Meanwhile, the Government of Karnataka has launched Startup Karnataka Top Tech-25 Awards 2016 to recognise promising startups of Karnataka for the first time.
 DH News Service

CeBIT + 91 9 Dec. 2015
Winner

Rakesh Tergundi
 Mobijini Pvt. Ltd
CeBIT
 "Smartness lies in selecting the brightest team"

What makes JiniCommerce compelling

Easy to Deploy & Use

Instant deployment,
simple & functional UIs

Your own branded app

Alternative is an expensive
custom built app

Customizable

Standard product matches
most common use cases but
can be customized



SaaS model

No Capex - Pay as you grow,
affordable solution

Easy to integrate with ERPs

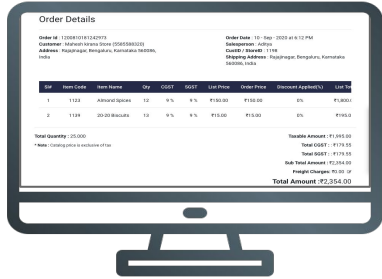
API & File based integrations with
SAP, Oracle ERP, Shopify, Tally,
Quickbooks,++

Highly Secure, Cloud hosted

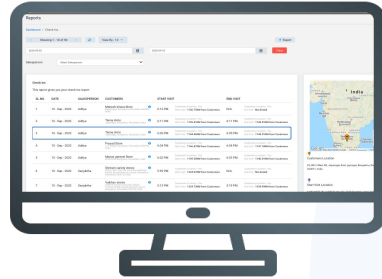
Your data is secure in the AWS
cloud. Highly scalable solution,
certified by top software security
agencies

Implement all this in 1 day!

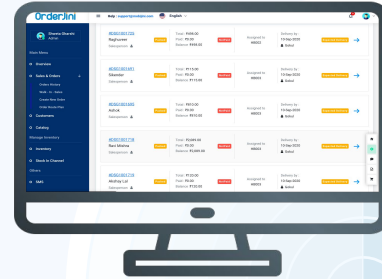
Sell Online to B2B Customers



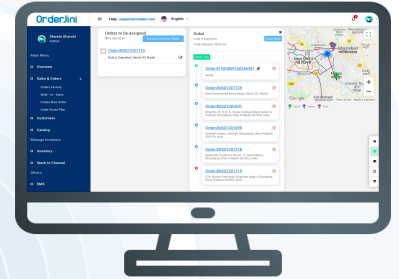
Track Salesperson Activity



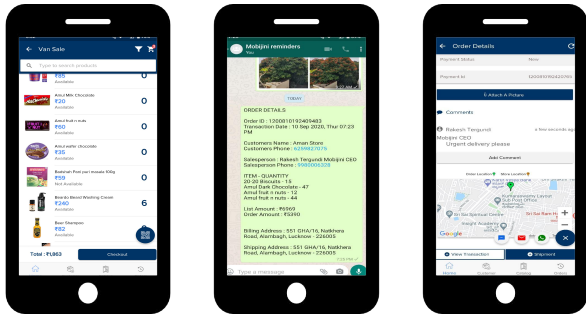
Multiple Catalogs and Pricing



Plan Hyperlocal Deliveries

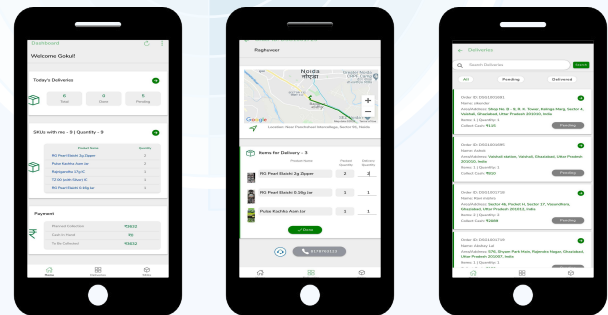


24X7 Orders from Everywhere



100% Delivery Accuracy with info on

“Assign right delivery with intelligent routing in an interactive map”



When to deliver?

Where to deliver?

What to deliver?

Target Audience Universe: India

HORIZONTAL

Large Enterprises

Medium Enterprises



Revenue

250 - 1000 Crores

50 - 250 Crores



of
Employees

1000-2500 : 1800 target customers

100-500 : 7946 target customers
500-1000: 3222 target customers

Total Medium & Large Companies : 11000

GEOGRAPHIC

India Domestic

Overseas



Top 10 cities + Industrial
clusters

Ghana, Middle East, SE Asia

VERTICAL



IT Products



Food



FMCG



Durables



Auto
Ancillaries



Industrial

Why Choose JiniCommerce to partner ?



B2B SaaS market in India is exploding - Ideal for Large & Mid sized companies



Scalable business with Solid incentives



Sector and segment agnostic solution which opens up infinite market



Award winning established product - Trusted by big brands



Easy to sell & ready to implement.



Great Value for money for your customers

“JiniCommerce is trusted by world leading organizations, helping them digitize operations, increase sales & reduce operational expenses”

JiniCommerce Partner Program

Partner Incentives Slab		
Year 1	Year 2	Year 3
20%	15%	10%

On 100% annual achievement (on subscription only*), Partner will receive **20%** kicker on their commissions



Partner Induction
& Training



Dedicated Account
Manager



Digital Marketing
Collateral



Marketing
Campaigns



Annual Partner
Conference &
Other Initiatives

Let's Connect

Email: connect@jinicommerce.com | Phone: +91999-668-00-36

Book a Demo: [Clickhere](#) | Website: www.jinicommerce.com

Thank You

