
JiniCommerce

<http://www.jinicommerce.com>



Features list

As of Feb 2023

For enquiries please contact connect@jinicommerce.com

OVERVIEW

Being a SaaS product, JiniCommerce is being constantly developed and new features added.

Here's a listing of available features in JiniCommerce as of today. Note that this list may not be exhaustive as features are being constantly updated based on the product Roadmap.

Also, some features may only be available on the App or Portal.

B2B Commerce Platform Features and Functionality

1. **Ability to Setup Multilayer Distribution and Retail outlets**
 - a. Create network of Distributors, stockists, Retailers
 - b. Ability to Map Retailers to Distributors and stockists
 - c. Ability to route a retailer order to a particular stockist or distributor
2. **Order processing:**

Ability to receive, manage, and fulfill customer orders in real-time from B2B customers, based on customized pricelists .
3. **Payment processing:**

Integration with payment gateways to process payments from customers and manage billing and invoicing.
4. **Customer management:**
 - a. Ability to manage customer data, including billing and shipping information, with images of customer locations
 - b. Ability to track customer order and payment history.
5. **Catalog Management**
 - a. Ability to manage item catalogs with images, description and multiple UOM
6. **Pricing and discount management:**
 - a. Ability to set and manage prices for products, as well as offer discounts to customers
 - b. Ability to maintain multiple price lists for different channel partner groups
7. **Inventory management:**
 - a. Manage inventory within JiniCommerce OR
 - b. Integration with the company's inventory system to track the availability of products, manage stock levels, and allocate inventory to orders.
 - c. Ability to setup multiple inventory locations for a company
 - d. Inventory move between locations
 - e. Receive inventory into system, with serialized information or quantity

8. Shipping and delivery management:

- a. Ability to manage shipping and delivery options, freight rates, and delivery tracking.
- b. Plan and send partial or full shipments from multiple warehouse locations
- c. Generate GST Invoicing and delivery challans
- d. Shipment -Courier Tracking maintenance and notification

9. Point of Sale on mobile app / portal

- a. Ability to use a phone or tablet or computer browser as a point of sale to record walk in / retail sales / van sales

10. Hyperlocal Delivery Planning:

- a. Ability to plan hyperlocal deliveries, with assignment of delivery riders for accurate delivery and automatic reconciliation.
- b. Ability to assign and push orders to the delivery rider's mobile app when planned and assigned

11. Reporting and analytics:

Access to real-time data and reporting on key metrics, such as order volume, sales, payment, and delivery status. Some available reports are:

- a. Top Sold Items
- b. Top customers
- c. Sales Summary
- d. Payments reports
- e. Items not billed
- f. Inventory reports
- g. Sales and Distribution report

12. Mobile accessibility:

Ability to access JiniCommerce from IOS and Android based mobile devices to manage orders, view reports, and make changes on-the-go.

13. Integration with other systems:

Ability to integrate with other systems such as accounting, enterprise resource planning (ERP), and customer relationship management (CRM) systems.

14. User management:

- a. Ability to set up user roles and permissions, and manage access to the system by different teams and departments within the company.
- b. Ability to define manager, and maintain an employee hierarchy to segregate data views

15. Customer self-service:

A customer portal that allows customers to place orders, track order status, and access order history.

16. Multi-channel support:

Ability to manage orders from various sales channels, including point of sales, eCommerce Website (Shopify), and field sales teams.

17. Customer Communication:

- a. SMS OTP-integration with international and domestic SMS Gateway for sending messages to customer groups
- b. In App Notifications
- c. Email Alerts for transactions and confirmation

Field Sales Management - Features and functionality

1. Mobile Application:

A mobile application for field workers to access and update information on the go, including Order and payment entry, customer information, and scheduling.

2. Catalog Management:

Ability to view and manage catalogs, and add images for items, with creating items on the go

3. Permanent Journey Plans:

Ability to create and view journey plans with day wise customer visit assignments, ability to update the journey plan with actual visits with real time geotagged location from phone GPS

4. Mobile Order Entry, Invoicing and Payment Processing:

Modules for entering orders, creating and sending invoices, as well as accepting payment, including credit card and electronic funds transfer (NEFT).

5. Inventory Check:

Ability to check inventory for items at company warehouses and locations

6. Customer Management:

Customer relationship management (CRM) functionality to manage customer information, including contact details, job history, and billing information.

7. Expense Management

Ability to create trips, and enter expenses for the trips or for the day. Expenses can be classified like Fuel, transportation, stay, food and other categories.

8. Reporting and Analytics:

Reporting and analytics tools to provide insights into field worker productivity, customer satisfaction, and other key performance metrics. Available reports are as follows:

- a. Salesperson StackRank
- b. Checkins by team
- c. Expenses
- d. Meetings
- e. Attendance
- f. Employee time
- g. Visit Effectiveness (Salesperson visits vs. Orders)

9. Attendance and Check-in

Ability to mark presence and record visits at customer locations with geo-tagging and meeting feedback and ratings.

10. GPS Tracking:

Real-time GPS tracking of sales teams, allowing managers to view the location or transactions, and productivity.

11. Security:

Security measures to protect sensitive data, including encryption, user authentication, and data backup and recovery.

White-labeled Customer App

1. Catalog display by item categories
2. B2C transaction: shipping cart, payment gateway and address validation (google address)
3. Calculation of variable delivery fee based on distance + amount
4. Notification of shipment
5. View Order History

Integration Toolkit

1. Shopify Integration
2. Quickbooks Integration
3. Items, Orders, Payments, Customers, Users, Inventory Integration gateway* (file based integration is available out of the box - all others will be custom deployment)
4. Bulk CSV Uploads for Users, items, customers, inventory, Orders

JiniCommerce Roles

1. Salesperson
2. Sales Manager
3. Business Owner/ Superadmin
4. Portal User
5. Customer/ Dealer
6. Stockist
7. Fulfiller (Delivery Riders)
8. Finance / Accountant

Optional Modules

The following modules are available for custom deployments and are not included in standard JiniCommerce.

Note that these will require lead time for deployment.

1. API Integrations
2. Payment Gateway for non- B2C deployments
3. Quotation Management and Maintenance
4. Asset Management (along with invoice copy and warranty details upload)
5. Branch Petty cash management
6. Service Requests / Complaint Management
7. Tally Integration
8. Credit Limit Management for customers
9. Other Bulk SMS Gateways
10. Login using 3rd party authentication platforms