AccountGST.com

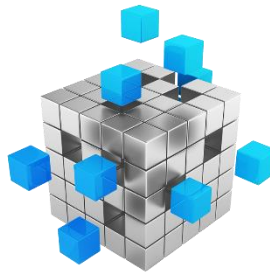## ERP ACCOUNTING SOFTWARE

Manufacturers & Distributors

Product Overview

- **Adding New Technology to your Business**: Growing a business often requires keeping up with the latest industry trends, including software technology. Thus, every business needs to always be on the lookout for new software technology that will improve the growth and efficiency of their business. New software platforms are outpacing traditional software and services, creating new market opportunities for businesses and providing simplified strategies and operating models for established businesses to maintain their competitiveness.

- **All Business Module in One Software**: AccountGST is ERP software that provides Accounting Solutions, Tax Compliance, CRM, Ecommerce, CMS (Complaint Management System), RMA (Return Goods Authorization), Customer Retention, OPM (Order Process Management) & Production Management. It enhances business productivity, improves employee efficiency and increases business revenue. It gives not only an accounting solution but complete business automation.

- **Software Target Market**: Our target markets are POS, Retailers, Wholesalers Distributors and Manufacturers. The products are suitable for SMB Industries.

Complete Business Automation

100 % paper Less
Accounting Operations

No salesman
Expand Business with B2B Ecommerce App

Centralized data
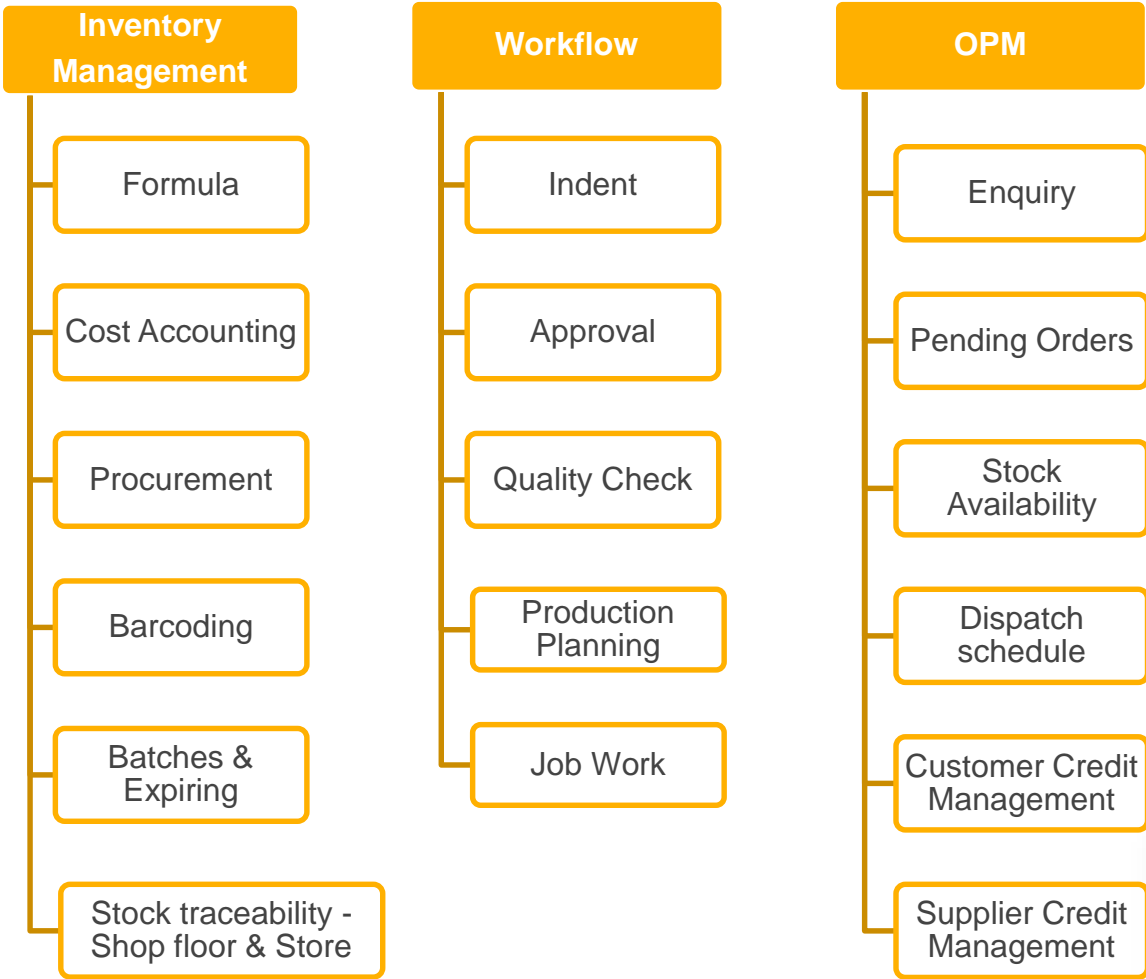from distributors to retailers

Easy Business Expansion
Multi Retails & Multi Distribution
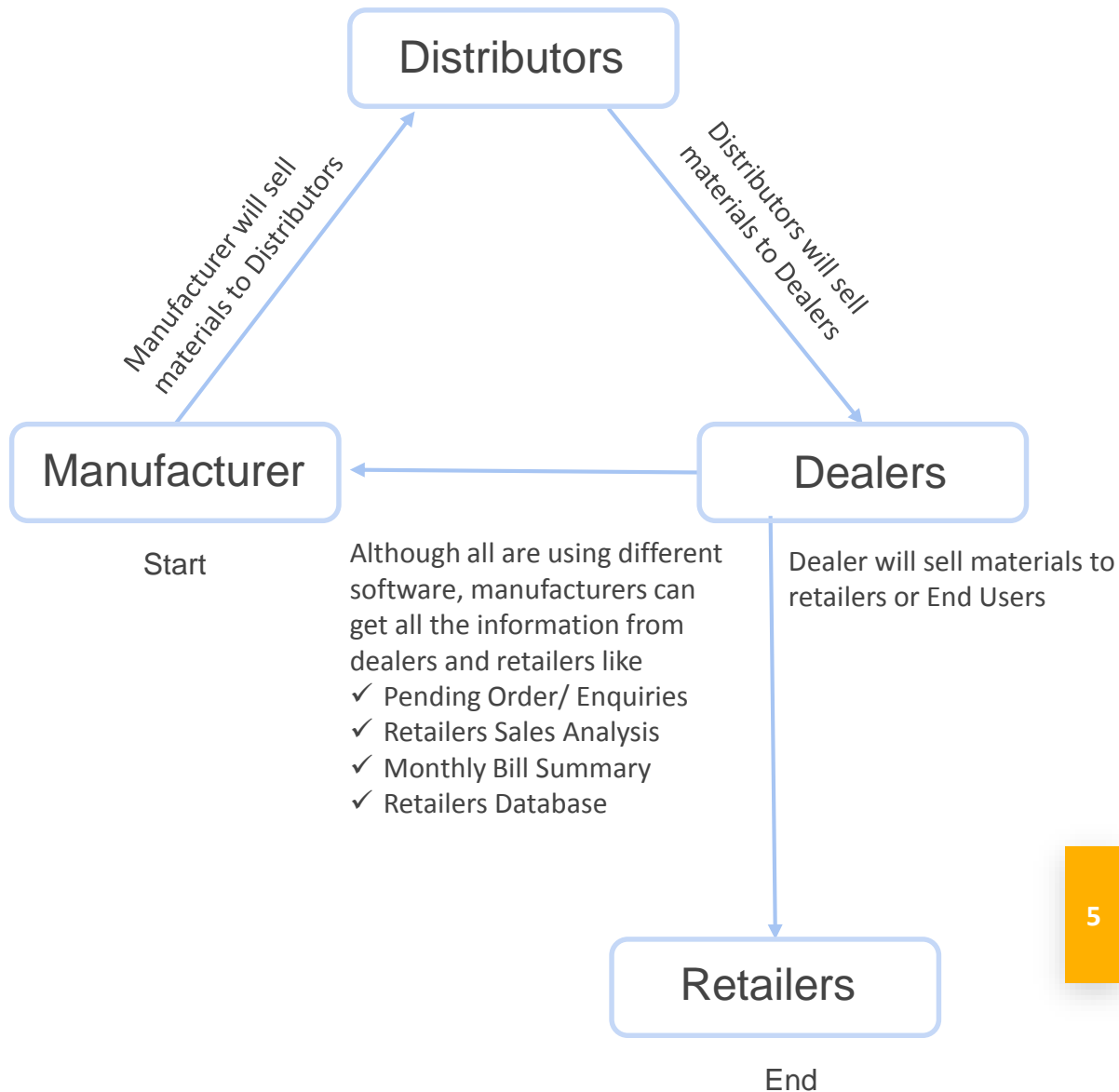
Take your Business On Next Level

Ability to have complete visibility and streamlining of the entire manufacturing process from raw material procurement to finished goods delivery to the customer

Improve your
Supply Chain Management
With manufacturing module

Inventory Management	Workflow	OPM
Formula	Indent	Enquiry
Cost Accounting	Approval	Pending Orders
Procurement	Quality Check	Stock Availability
Barcoding	Production Planning	Dispatch schedule
Batches & Expiring	Job Work	Customer Credit Management
Stock traceability - Shop floor & Store		Supplier Credit Management

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B2B E-commerce

In B2B-ecommerce, manufacturers, distributors, dealers and retailers can manage their inquiries and orders on a single platform while maintaining their billing in separate software. So manufacturers can collect data from distributors to retailers.

```
                        Distributors
                       /            \
   Manufacturer will sell      Distributors will sell
   materials to Distributors   materials to Dealers
                     /              \
          Manufacturer  <-------  Dealers
                                     |
                                     |
                                  Retailers
```

Distributors

Manufacturer

Start

Dealers

Although all are using different software, manufacturers can get all the information from dealers and retailers like
- ✓ Pending Order/ Enquiries
- ✓ Retailers Sales Analysis
- ✓ Monthly Bill Summary
- ✓ Retailers Database

Dealer will sell materials to retailers or End Users

Retailers

End

Keypoints

OPM for B2B Customers
- ✓ Salesman Mobile App - Sales Orders Booking
- ✓ Manage Project Supplies
- ✓ Pending Sales Orders & Procurement
- ✓ Repeat Sales Enquiry
- ✓ Minimum Stock level alert
- ✓ Delivery Challan Inward / Outward
- ✓ Dispatch Order Management
- ✓ Dealers Rewards Points Scheme

Barcode
- ✓ Fast Billing, just scan Serial Number
- ✓ Writer and Reader
- ✓ Customize Design
- ✓ Support Barcode Label Printer & Sheet Printer
- ✓ Brand, SKUs, Purchase Cost Code
- ✓ Additional Fields in Bar code

Price & Discount
- ✓ Markup Product Landing Cost
- ✓ Lock Bottom Price
- ✓ Remember Last Price & Discount Customer Wise
- ✓ Audit Report of Extra Discount in Bill
- ✓ User Rights control
- ✓ Price Grouping Like Retails, Wholesale, Dealer and more

RMA
- ✓ Warranty Check
- ✓ Manage Repair & Replacement
- ✓ Pending Customer RMA List
- ✓ RTV – return to Vendor
- ✓ Manage RMA Charges and Credit note
- ✓ Stock Bifurcation

Customer Turnover
- ✓ Set Buying frequency customer-wise
- ✓ Dashboard Alert for Inactive or Churn Customers
- ✓ Collect Feedback
- ✓ Follow-up for Customer Retention
- ✓ Convert churn customer to regular customer

Keypoints ⬇️

CRM
- ✓ Convert Enquiry to Order
- ✓ Increase Guaranteed Sales
- ✓ Cultivating Customers Leads
- ✓ Customer Service & Retention
- ✓ Increase Profitability
- ✓ Service Call Management
- ✓ Maintenance Calls, Paid Calls and Chargeable Calls
- ✓ Customer Feedback & updating
- ✓ Customer MC & Renewal

Customer Mobile App
- ✓ 100 % Paper Less Operation
- ✓ Reduce Accounting Burden
- ✓ Customer's Outstanding & Ledger Details
- ✓ Bill & Payment Receipt - PDF download
- ✓ Goods Delivery details
- ✓ New Offers & Scheme
- ✓ Mobile App Order Booking
- ✓ Payment Reminders
- ✓ Stock list & Prices Updates
- ✓ B2B e-commerce Integration
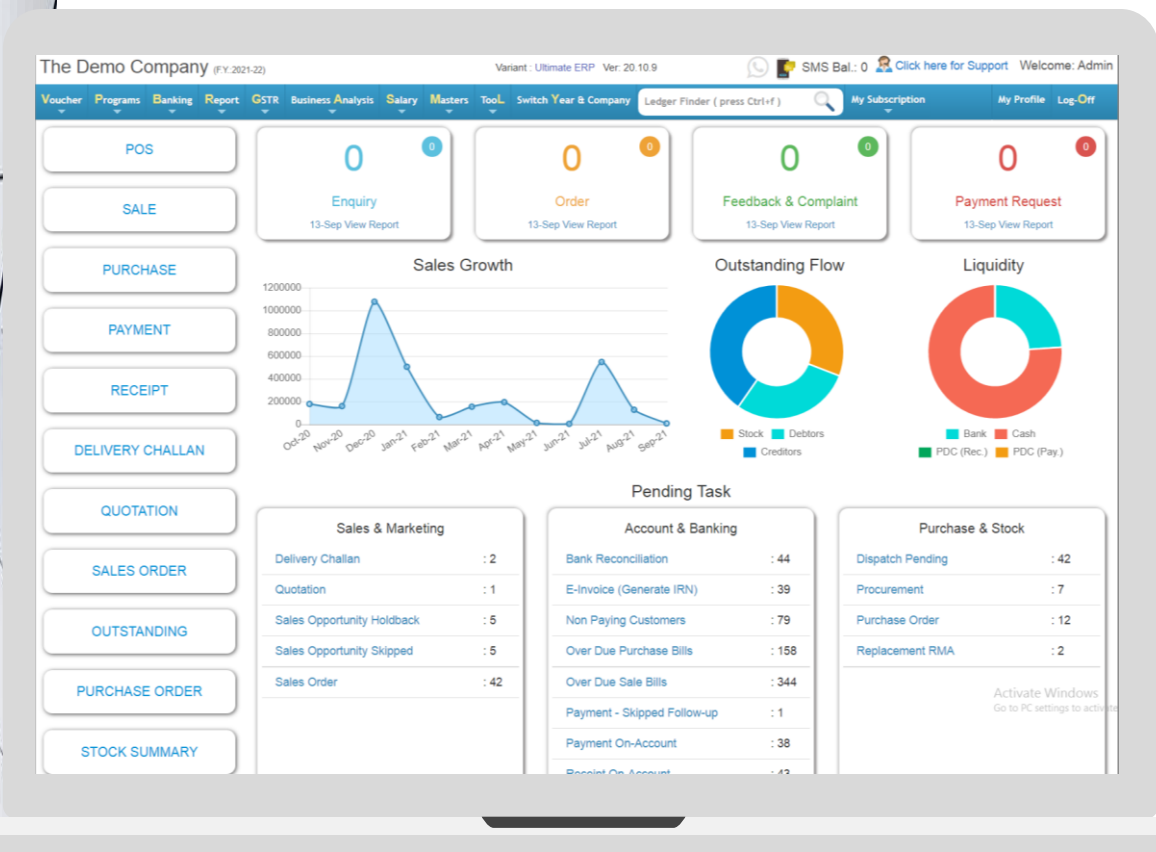
Manage Customer Outstanding
- ✓ Bill Credit Days
- ✓ Customer Credit
- ✓ Stop Billing on Overdues Invoices or Over credit
- ✓ Payment Follow-up & Log
- ✓ Auto Payment Reminder
- ✓ Auto Payment Rating
- ✓ Non Paying Customers Reports
- ✓ Account Ageing
- ✓ Salesman wise & City wise Outstanding

Inventory Management
- ✓ Serial number tracking
- ✓ Product Masking in Billing
- ✓ Minimum Stock Alert
- ✓ Dead Stock Report
- ✓ Stock Movement Report
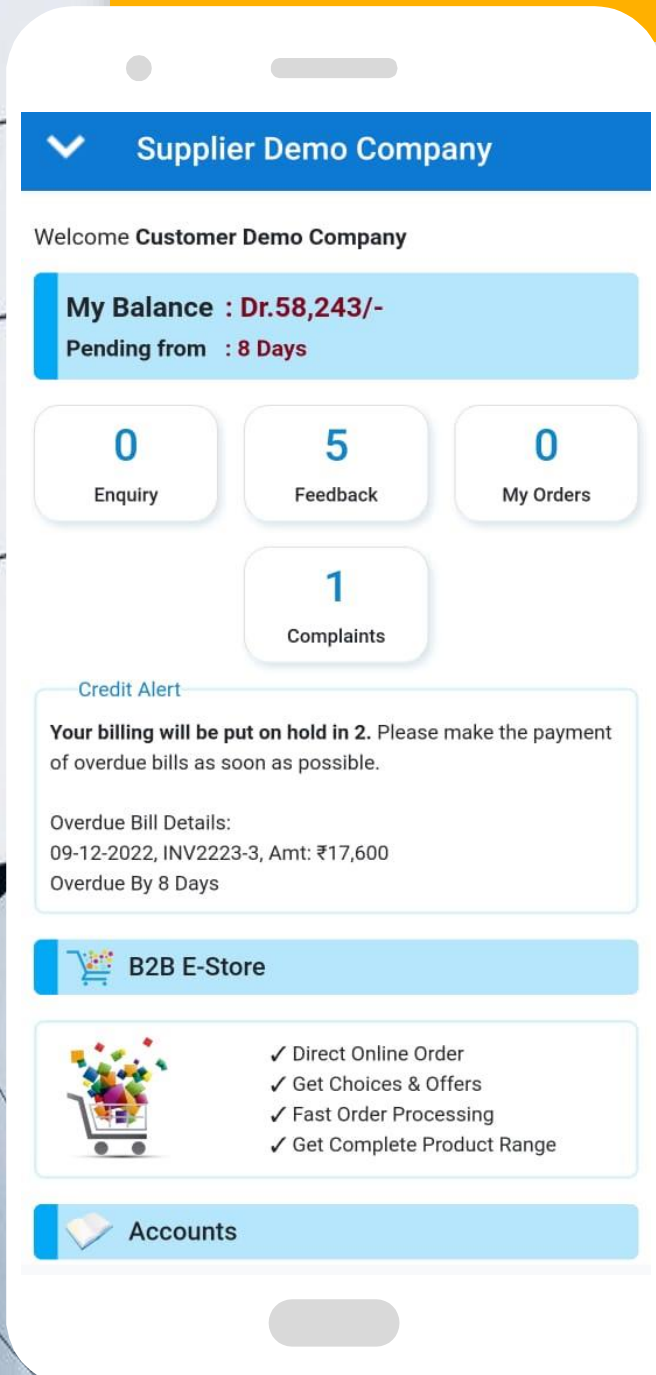- ✓ Location wise Stock Management

DESKTOP PROJECT

Advance & Informative

Analytics Charts

Pending Task

Workflow & Approval

B2B Customer App

Supplier Demo Company

Welcome **Customer Demo Company**

My Balance : Dr.58,243/-
Pending from : 8 Days

0	5	0
Enquiry	Feedback	My Orders

1
Complaints

Credit Alert

Your billing will be put on hold in 2. Please make the payment of overdue bills as soon as possible.

Overdue Bill Details:
09-12-2022, INV2223-3, Amt: ₹17,600
Overdue By 8 Days

B2B E-Store

✓ Direct Online Order
✓ Get Choices & Offers
✓ Fast Order Processing
✓ Get Complete Product Range

Accounts

✓ 100 % Paper Less Operation

✓ Collect enquiries, feedback and complaints on ERP through the app.

✓ Reduce Accounting Burden

✓ Customer's Outstanding & Ledger Details

✓ Bill & Payment Receipt - PDF download

✓ Goods Delivery details

✓ New Offers & Scheme

✓ Mobile App Order Booking

✓ Payment Reminders

✓ Stock list & Prices Updates

✓ B2B e-commerce Integration

* Require E-commerce Solution

Features and Technologies

Full Accounting
- Vouchers: Sale, Purchase, Stock Transfer, Stock-Journal, Expense, Income, Contra, Delivery Challan, Journal, Credit Note, Debit Note and Material In – Out, GDN, GRN
- Reports: Ledgers, Stock, Banking, Analyzing and MIS
- Financial reports: Trail balance, Trading a/c, Profit & Loss, Balance sheet.
- Reconciliation: Banking, Payment Collection, Masters, Sales, Purchase, Expenses, Payouts, Credit note, Debit note, journal and Contra

Inventory Management
- Product Formation: Unit Conversion, Lot, Batches & Expiry, Parallel Unit, Product category, Category Specification, Product Special Column in Invoice, Combo, Serial Management, Assembling, Box & Loose Packing
- Location wise: Maintain location wise, Bin Code System, Multiple Dispatch Location in Invoice, Location wise Sale, Location wise Collection
- Reports: Minimum Stock Alert, Last 3 Suppliers, Unlimited Grouping, Movement of Stock, Stock in Hand, Stock in Locations, Suppliers-wise Report, Brand-wise Reports & Categories-wise Reports, Serial number wise report

RMA
- Pending repair and replacement
- Warranty check and claim
- Stock management of RMA
- Claim damage and faulty stock

Price List Management
- Categories wise Price like retails, wholesale, distributors and many more.
- Customer wise Price like every customer has individual price
- 2 types of formations:
    a. List Price – Discount = Selling Price
    b. Purchase Cost + Profit = Selling Price
- Remember Customer's Last Price & Discount

Order Process Management
- Features: Estimate, Sales Order, Sales Order Approval, Purchase Order, Purchase Order Approval, Full Invoicing, Partial Invoicing, Advance Payment Against Order.
- Reports: Pending Order, Stock Availability for Order Booking, Purchase Demand Against Pending Orders

Customer Outstanding Management
- Features: Bill Credit Days, Customer Credit, Bill wise Credit, Payment reminders, Customer Follow-up, Stop Billing, Customer Grace Period
- Reports: Account ageing by days, Non Paying Customers, Today Payment, Payment Skipped, Customers Payment Rating, PDC
- PDC Cheque: Customers Reminder, Auto Bank Deposit Slip, Todays Cheque Clearance, Postpone Cheque Clearance

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Dynamic Bill Format
- ✓ Dynamic settings for Bill Design
- ✓ Upload Company logo
- ✓ Upload Payment UPI Code
- ✓ Upload Company's Sign & Seal

Barcode
- ✓ Reader & Writer
- ✓ Print Brand & logo
- ✓ Customize Barcoding Label
- ✓ Print OFS, SKU, PPC and many more

POS
- ✓ Features: Fully web-base, Customer Introduce date, Customer membership, Easy Replacement & return, Multiple Payment mode, customer credit & cash, Compatible with Thermal Printer + Cash Drawer.
- ✓ Sales Growth: Customer Reward Points & Cash Back
- ✓ Reports: Retail Credit notes, Daily Sale reports counter wise, Daily payment collections, Owner Payment Collection Reconciliation, Customer history

Communication
- ✓ Support Whatsapp, Email, SMS, Sharing Link
- ✓ Auto Reminders/ Messages: Customer Outstanding, PDC Cheque clearance, Cheque Bounce, Material Dispatch, sales Order Confirmation, New Invoice Created, Payment Received, Timely Payment reminders, Customer monthly ledgers, Customer monthly outstanding
- ✓ Broadcasting: New Products offer, Notifications, Birthday + wedding anniversary wishes, Stock clearing etc

- ✓ Language: Communications in Customer native language

Customer Turnover
Alert inactive customers
Help to retain inactive customers
Analysis Churn Rate
Focus Customer Retention
Improve Business growth

Manufacturing
- ✓ Features: Planning, scheduling, Formula, BOM, Indent, Job Work, Shop floor Pending, Stock management
- ✓ Reports: Stock summary Sheet, Cost Sheet, Barcode Printing, Inventory Management, Procurement, Cost Analysis & Cost Control

GST
- ✓ GSN of all GST reports
- ✓ GST auto verifications
- ✓ Manage auto RCM and threshold limit
- ✓ API for GSTR 3B reconciliation, E-Way-bill and IRN integration
- ✓ Export, Import and LUT

Cost Center & Profit Center
- ✓ Manage expenses & Budget
- ✓ Profit and Loss report of Location or Customer or Project wise
- ✓ Function-specific Cost

Document Management System (DMS) *
- ✓ Store document like Purchase, Sales, challan, payment, expenses, receipt in ERP
- ✓ 100 % Paper less operation
- ✓ Mobile App for DMS
- ✓ Unlimited Space for Document Storage

*It takes additional charges

E-commerce *

✓ Features: Offers & Scheme, Product Showcase, Web-support, Door Delivery Management, Order Process Management, Customer UI, Online Payment Gateway, POD Management
✓ Reports: Customer Acquisition, Customer repeat Purchase rate, Sales Report
✓ Promotions: App Installation Rewards, Refer & Earns, Cash Back, rewards and wallet for Customers
✓ Interference: Web, Admin Panel, Android, IOS
✓ Order Booking Process: By Salesman, By Customers, By Admin Team

User Rights Management

Create, Edit, Delete, View & Backdate entry

Workflow, Approval & Reconciliation

On Sale, Purchase & Manufacturing

Goods Delivery Notes

✓ Project Management
✓ Challan wise material Inward and outward
✓ Partial Billing in running Project
✓ Block chain to protect data deforming

Salesman

✓ Product wise Incentive
✓ Incentive on Payment recovery
✓ Salesman minimum sales target
✓ Sales team can directly put an order and collect customer's payment

CRM

✓ Enquiry
✓ Feedback
✓ Complaint
✓ Product Based auto Feedback on Sale
✓ Leads Follow-ups and logs

Location and Branches

✓ Multiple Locations and Branches
✓ Location-wise User Rights
✓ Branch-wise User Rights
✓ Branch Indent request and Indent Transfer

Customer Support

Call Me, Ticket System, Remote Desk Help and Whatsapp group

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Comparison

Features	Ultimate Pro	Enterprise	Corporate
Multiusers	Yes	Yes	Yes
Full Accounting with GST Taxations	Yes	Yes	Yes
Customer App & Admin App	Yes	Yes	Yes
2 Way Authentication + OTP App	Yes	Yes	Yes
CRM	Yes	Yes	Yes
Communication – Email + SMS + WhatsApp	Yes	Yes	Yes
Dynamic Bill Format:	Yes	Yes	Yes
Inventory Management	Yes	Yes	Yes
Pricelist Management	Yes	Yes	Yes
Salesman App	Yes	Yes	Yes
User rights Control	Yes	Yes	Yes
POS	Yes	Yes	Yes
Estimate	Yes	Yes	Yes
Sale Order	Yes	Yes	Yes
Purchase Order	Yes	Yes	Yes
Dispatch Tracking	Yes	Yes	Yes
RMA – Return & Replacement	Yes	Yes	Yes
Cost Center & Profit Center	Yes	Yes	Yes
Manufacturing Basic	Yes	Yes	Yes
Manufacturing & Job Work Advance	--	Plugins	Plugins
Approval, Workflows & Checkpoints	--	Yes	Yes
Customer Turnover (Churn ratio)	--	Yes	Yes
Salesman Incentive Management	--	Yes	Yes
Ecommerce B2B / B2C	--	Plugins	Plugins
Project Management + GDN & GRN	--	Yes	Yes
Bind Uses Location wise	--	Yes	Yes
Fast POS: Cart and Check out	--	Yes	Yes
Branch + Multi State GST	--	--	Yes

Price & licensing

Variants	Ultimate Pro	Enterprise	Corporate
Users Login	5	10	15
Companies account	Unlimited	Unlimited	Unlimited
Extra Users	5	10	100
Locations - Stock & Billing	Unlimited	Unlimited	Unlimited
Ecommerce B2B / B2C Plugins	--	contact our sales team	contact our sales team
Manufacturing & Job Work Plugins Advance Module	--	contact our sales team	contact our sales team
Onsite Production Module Integration	--	contact our sales team	contact our sales team
Branch	--	--	2
Extra Branch	--	--	25000/-
Extra Users Cost (One time)	2500/- Scalable to 5 Users	4500/- Scalable to 10 Users	4500/-
Next Year Renewal Per Year	4800/-	12000/-	45000/-
Product First time Buying Price	**18000/-**	**45000/-**	**200000/-**

Why is it showing up here 'Contact our sales team'?

Every industry has a unique process for running its production. The price of production module implementation varies on the number of employees, production complexity, learning time, nature of work, software customization and transaction volume. This is why we cannot provide equal value to all industries. Our marketing team will learn your requirement and provide services accordingly by quoting reasonable price for production module implementation.

All Prices are exclusive of taxes. For renewal and cloud charges please refer our guide AWS Cloud Pack listed on our website

Other Free Benefits

1st Website

365 Days Customer: Support
- Voice
- Email
- Web RemoteDesk
- Training & learning
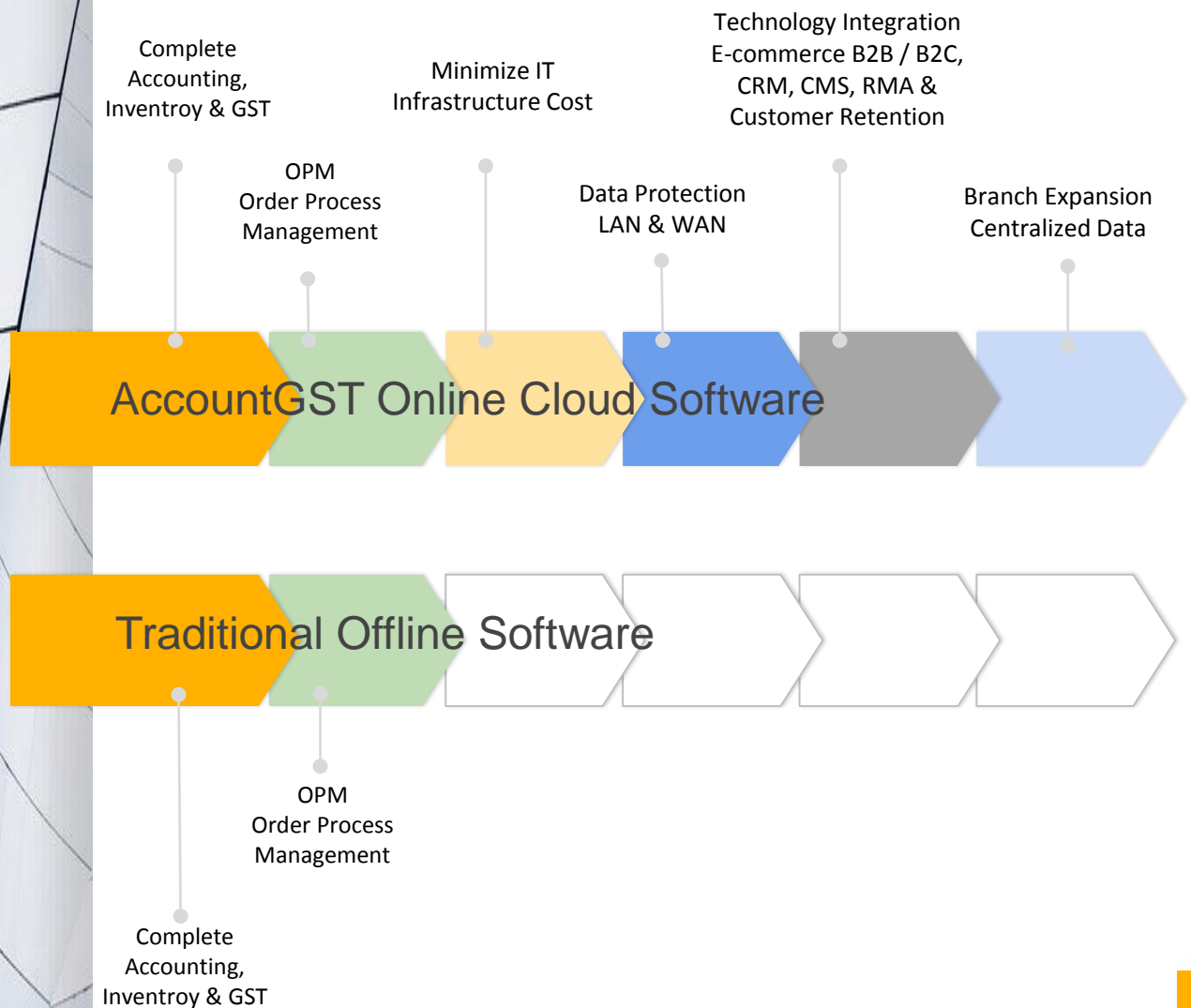
New Features & updates
- Coud Platform
- Software Languauge
- Query Optimization
- Features Enhancement

Data Import from Old software
- Customer Master
- Products Master
- Supplier Master

Compare with other software

Complete Accounting, Inventroy & GST

OPM Order Process Management

Minimize IT Infrastructure Cost

Data Protection LAN & WAN

Technology Integration E-commerce B2B / B2C, CRM, CMS, RMA & Customer Retention

Branch Expansion Centralized Data

AccountGST Online Cloud Software

Traditional Offline Software

OPM Order Process Management

Complete Accounting, Inventroy & GST

AWS Cloud

aws

AWS is the world's number one hosting platform in data security, reliability and stability.

Cloud benefits that your offline technology doesn't have

- **Encrypted Data Protection**: Protects data from hacking and theft. Your data is secure on LAN and WAN.

- **Minimize IT Cost**: Save money by eliminating server, storage, backup, firewall, router, UPS and branch connectivity router cost.

- **Give Latest Technology to your Business:** You'll always be the first to get the latest software updates and the latest cloud technology.

- **Improve Employee Productive**: Cloud promotes employee collaboration in your business by mobile apps.

- **Better Consistency:** Cloud computing provides the highest level of software stability through clustered services and load balancer technology. Not possible in offline platform

- **Hassle Free Support**: Web base technology provides installation free platform and get remote desk support in real time.

- **Multiply Business Globally**: Multiply your business globally, access your business data Anytime, Anywhere & Anyplace. Connect your team through any interface like web and mobile.

Company Fact Sheet

Introduction

GridsonLab has years of experience in information technology, the company was founded in 2005. Our company provides solutions in ERP development, SAAS software and Network infrastructure.

Key Resources

- ✓ Physical – AWS Cloud, Digital Ocean
- ✓ Intellectual – (Trademark) Accountgst.com, APN
- ✓ Human – PHP, MYSQP and JAVA Expertise Team, PAN India Customer Support, Accounting, Business & Legal Consultants
- ✓ Finance – Bootstrapping, Zero Debt Company

Products & Services we offer

- ✓ ERP accounting Software
- ✓ Complaint Management System
- ✓ E-Commerce
- ✓ CRM
- ✓ Software Customization
- ✓ Cloud Platform Development

Industry we serve

Automobiles
Hardware & Sanitary
Paints
Garments & Textiles
Metal Industry
Confectionary
CCTV and IT Companies
Stationery
Furniture
Tools & Machineries
Doors & Plywood
Medicine
Electricals & Electronics
Grocery, Grain & pulse
POS & Supermarket
Oils & Lubricants
Carpets & Metrics
Chemicals
Seeds & Fertilizers
Supermarkets & POS
Pharma & Surgical Industries
Building Materials
Footwear
Glass

Management - Core Members

Burhanuddin Singaporewala, Managing Director
Haider Ali, Technical Director
Kapil Patidaar, Product Head Manager
Anil Rajput, Senior Marketing Head
Zahra Kanchwala, Business Developer

Company Value Propositions

Business Process Management

You know business processes are key to your company's operational performance. But how do you go about business process improvement (BPI)? How do you improve Customers account ageing? How do you manage Inventory? How do you manage overstock and understock ? How do you fulfill orders on time? How do you manage your dispatches?

Together we evolve and transform your business from the people to the processes.

Information Technology

If you're not moving to the cloud, E-commerce, developing a mobile app or building custom software, you probably should be. How do you get started? How do you bring your company and customers on the same work platform? How do you grow your B2B and B2C market?

Together we plan, build and deliver technology to solve your business challenges.

Digital Strategy

You are expected to provide a frictionless, always on, always available customer experience. Is marketing automation the answer? And what does your digital strategy look like? How do you convert your business prospects into qualified profit conversions?

Together we define your digital strategy, design your customer experience and make marketing work.

Customer Relationships

One of the most important aspects of any business is customer service. Great customer service can improve brand awareness, retain loyal customers, and present new business opportunities.

But how do you design your business to have the best customer support module?

Together we can plan a modern digital solution for service and support management, make a good impression with your customers and help you sustain your business.

THANKS!

Any questions?

You can find me at:

- Email: support@gridsonlab.com
- Tel: 8349995484, 9893422136
- Website: www.gridsonlab.com

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