



## Integrating Digital Payment Solution with Tally

**Organization Name:** Reckitt

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### **Overview:**

*To integrate a digital payment solution with a tool like Tally that is further integrated with each of the SFAs of respective CPGs. The same digital payment solution should be extended to retailers where payment of all invoices (Irrespective of CPGs) for a distributor can be made.*

### **Business Challenge:**

- Payment reconciliation with multiple SFAs for DB becomes extremely difficult
- Cash and stock pilferage during collection and distribution
- High cost of collection and reconciliation
- Slower Cash-Flow between Retailer & Distributor cascading to Cash-Flow between Distributor & RB
- Lack of visibility into Retailer to Distributor & Sub DB to SS payment patterns

### **Expected Outcome:**

- Distributor doesn't have to deal with multiple tools to reconcile the data. APIs to auto update information from Tally to all SFAs.
- Single tool for retailer to make all the payments to a distributor
- Act as platform for assessment and disbursement of microfinancing, schemes for retailers
- Improved productivity of Sales Reps
- Line of visibility into collections across the value chain