



Case Study



Sarvottam Polyplast Private Limited (VMP)

Brand: **Tryme / Circleone**

Location: **Siraspur, Delhi**

Warehouse Space: **10,000 Sq Ft**

Category: **Footwear Trading**

Inventory Holding: 
0 50k 100k 200k

Business Model: **Selling on B2B Platforms**
(Udaan, Bijnis, AJIO etc)

Problem Identified:

- Not able to move all the items in the catalogue
- Unlisted Product showing in the inventory

Once we implemented Orbiter9 in VMP, we started showing available inventory with the help of **reports and dashboards**. This started showing articles which were either not moving or were not listed on the marketplaces. This brought us to another set of problem which was the **churn rate of the inventory**.





Solution Provided:

- Fast , Slow and Dead Product tagging.
- Inventory Forecasting

We provided the above mentioned **tags on the products** based on last 30 days of inventory movement. Plus, we could also provide **inventory forecast** based on the previous sales. All this is **configurable** based on the business inputs.

Impact Made:

- 15% increase in monthly revenue
- 25% increase in Inventory churn / movement
- Faster production / procurement cycles

Almost immediately after launching the feature of Product tagging, we saw a great movement in inventory and revenue. It helped business owner to **identify the dead stock** and unlisted stock, which in turn helped in the movement of inventory. Also, the business owner was exactly able to **quantify the fast moving products** and thus, could **increase its availability**.



“

I am very happy by the dashboard given on Orbiter9. In fact, from day 1, I was able to see all my business operations on a single screen. Coming from a traditional business family, and maintaining all the information offline, this was a real eureka moment for me. Orbiter9 has been a great support function for me.”

Vaibhav Goel (Owner)