

# Signify Innovations India Ltd - Trade Scheme Management



KPMG India Digital team ensured a seamless implementation of MS Dynamics 365 Finance and Operations to deliver solution to Signify Innovations India Ltd. for Scheme management and Channel Partners to have online visibility for their applicable schemes and payouts



Microsoft  
Dynamics 365



Microsoft Azure



**Integrations** with DMS system at various touch points including Master & Transactional Data



**User Adoption & Change Management** including diagnostics, Insights, trainings, Easy To Use Training Manuals



**Data Management** including complex data migration from legacy systems and spreadsheets

## Key Challenges

- **Minimizing the manual work** –Scheme Design, Approval, roll-out and settlement was completely manual process which consumes substantial time and effort from Marketing and Finance teams
- **Effective scheme rollouts and communication** – Due to manual communication misses and delays in timely communication of Schemes and achievements.
- **Transparency in procurement and payouts** – Controlling the purchase of excess quantity of gifts for schemes. Check on unauthorized alteration and visibility gap in targets
- **Audit Trails** – No trails for exceptions

## Key Solution Benefits

- Efficiency in the Settlement **process time has reduced the manual workload** by 40% with 100% accuracy in payout calculation
- **100% compliance for system based timely scheme** communication to the channel partners.
- **Approvals and workflows** at every stage are driving more ownership and complete audit trails
- Scheme payout discussions with channel partners are **more transparent** and achievement orientated. The channel partner can **track his balance to do** to ensure he qualifies for the scheme payout

## The Solution

