

MINDSPRINT

Solving Challenges through Innovative Solutions



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pay X

01

pay X

Our AI Powered Smart Accounts Payable Solution

EXPERIENCE A SEAMLESS, INTELLIGENT APPROACH TO ACCOUNTS PAYABLE WITH ADVANCED AI/GEN AI ENABLED TOUCHLESS PROCESSING

Receive & Extract

Match & Validate

Approval

Post Invoice

Payments

Helpdesk

Reporting



MANUAL TOUCHPOINTS

Upload & Indexing of invoices

Matching with PO/GRN & Coding Non-PO

Assign Users & send for Approval

Data entry in ERP for posting

Run Payment proposals in ERP

Vendor & User Enquiries thro Email / Calls

Extract

INTEGRATING MULTIPLE TECHNOLOGIES USING ECM PLATFORM

Auto Email ingestion

Auto Indexing using **Intelligent OCR** (ABBYY) Flexi Capture



Auto match (2/3 way)

AI / ML powered Auto Coding



Send for approval using **In-built Approval Matrix**



Auto-Posting enabled thro API between ECM & ERP



Leveraged APP (Automatic Payment Proposals) functionality in ERP



Gen AI enabled **Virtual Assistant** implemented (Chat BoT & Mailer BoT)



Advanced GenAI powered analytics reports – out of the box as well as custom reports to measure business efficiency.



BENEFITS

Reduced Cycle & Processing time (~50% process efficiency)

Increase Supplier Paid on Time

Improved accuracy

Auditable document trail

Self service leading to improved satisfaction

pay X

Customer pain point



- Lengthy invoice handling time resulting in delayed payment
- Inadequate cash forecast with poor visibility/audit trail
- Inefficient query & approval management
- Manual errors in processing

Our unique solution



RPA Solution to automate the rule-based activities:

- Auto Email ingestion to workflow
- Auto Indexing using Intelligent OCR
- Auto match (2/3 way)
- ML enabled Auto GL Coding
- Send for approval using In-built Approval Matrix automatically
- Auto-Posting enabled thro API between workflow & ERP

Results delivered



100%

Invoices thro workflow

98+ %

Document level extraction

95+ %

Accuracy

85%

Automated DoA and Digital approval

BENEFITS

Improved accuracy

Reduced Cycle & Processing time (~50% process efficiency)

Increase Supplier Paid on Time

Seamless order creation & Receipt posting



COVERAGE

USA, Singapore, Australia, Netherlands, UK

~250k invoices per annum

















Checks & Recs

02

Checks & Recs

Task monitoring & reconciliation tool for Finance & Accounts

Functionality	 Task Scheduler	 Control checklist	 Stakeholder emails & System notification	 Attaching supporting Documents
Well Defined Structure	 Taxonomy configured	 User Roles [Preparer, Reviewer & Approver]	 Workflow	
Reports	 Real Time Reports	 Consolidated Dashboards	 SLA Computations	 DIY pivot reports
Data & Security	 Single Sign on [SSO]	 Access via domain & VPN network	 Backup & Data Security	

Potential Benefits

Real time monitoring

> 50% efficiency improvement

Cost competitive vis-a-vis market leaders (Blackline, Trintech, etc..)









PROCON

03

PROCON – Enabling Procurement efficiencies & Value outcomes

PROCON platform and our consultative services can enable **4-8% increased spend savings** while bringing down procurement **operating costs to 0.5% -0.2% of spend**

Client procurement challenges	
<p>Longer buying lead-times Data Challenges, Approval delays, manual analysis : Impact Inventory</p>	<p>Inadequate transparency Offline process, Low contract-based buying</p>
<p>Cost Increases Maverik Buying, traditional negotiation approaches</p>	<p>Material Follow-ups Shipment delays & ETA visibility gaps , Material shortages</p>
<p>Supplier performance Gaps in linking performance to orders</p>	<p>Manual efforts Higher operational costs, sub-optimal process execution</p>

SOLUTION DELIVERED	
<p>Auctions & online renegotiations enabling 4-8% Savings</p> 	<p>Faster time to value: Implementation 6-8 weeks</p> 
<p>Enables better Collaboration; PR to PO cycle time reduction by >25%</p> 	<p>Intuitive UX, Enterprise grade & ERP integrated</p> 
<p>AI enabled award optimizer</p> 	<p>Accelerate process Maturity; Leading practice process-based design</p> 

Note: UX- User Experience; ERP- Enterprise Resource Planning;



PROCON : Key Modules and Features

PROCON is an enterprise grade SaaS platform; its lite, intuitive, AI enabled and can digitize all your key procurement processes enabling your teams to deliver more value



Our solution enables

- Easy Vendor Onboarding through **self service KYC & duplication checks**
- Running a **competitive RFP** or reverse auction event **with very little effort**
- Higher **transparency and lower rates** through system enabled negotiations
- **AI enabled award scenario** recommendation ensures **maximum savings at lowest risk**
- **Tight integration with ERP** for Masters and Transaction automation
- **Shipment visibility through Advanced shipment Notification (ASN)** feature helps in lowering inventory
- Reduce **significant time and efforts in invoice processing (>70% touchless processing)** through Intelligent OCR and 3-way match capabilities >



LOCATE

04

LOCATE

One stop Deal to Delivery Solution



BENEFITS THROUGH HYPER-EFFICIENCY







Over 25% process efficiency

- Simplified & standard processes
- Improved OTIF/DOT performance by ~20%
- Higher visibility on order status >90%
- Single source of truth for all repository
- Efficient Processing [Order cloning, Auto creation & milestone alerts etc.]

Improved Technology & User Experience

- Single window platform
- Ease of use & adoption
- Intuitive interface to ERPs
- Mobile compatible
- Real time dashboard & reporting

LOCATE

Customer Business Objective	Outcomes achieved			% Achieved	Business Outcome	
<p>PRIORITY 01</p>  <p>Shipment Visibility</p>	<p>LOCATE offered real time visibility and status of the shipment across different entities like Marketing offices, BPS and Origins.</p>	<p>Document repository - All the shipment related documents and status was referred from one place</p>	<p>Integration with Ocean Insights (P44) provided real time ETA of the container</p>	<p>100%</p>		
<p>PRIORITY 02</p>  <p>Eliminate coordination challenges across teams</p>	<p>Release of shipping Instruction from Locate</p>	<p>Workflow offered notification to the respective owners at each event trigger</p>	<p>Any shipment schedule/ quantity change is managed through Locate hence providing audit trace for any future queries</p>	<p>Global Trade documents like Booking Request, Shipment advice, ISF are triggered from LOCATE</p>	<p>>80%</p>	<p>Overall process efficiency improvement by 20 to 25%</p>
<p>PRIORITY 03</p>  <p>No duplication of effort</p>	<p>No duplication of effort as transactions are posted from one single screen in Locate</p>			<p>>80%</p>		



Sales Buddy


05


Sales Buddy - Improves sales reps' efficiency & generates insights

The solution has a mobile application and a web portal for sales representative and business team..


Mobile app (sales rep.)


 Representative registration

 Daily summary

 Order tracking

 Route selection and planning


 Payment tracking


 Target overview

 Competition tracking


Web portal (admin)


 Product catalogue

 Customer database
(Retailer, field level)

 Permanent journey plan (PJP)
tracking

 In-app insights

 Sales rep performance
monitoring

 Integration with Ecommerce
applications

...for sales productivity management and analysis

1 Permanent journey plan (PJP)

- Centrally defined stores and outlets for regular sales rep. visit
- Day-to-day management of activities by sales rep. and performance monitoring

2 Product catalogue

- Listed product catalogue and inventory details for quick reference for sales team

3 Order and Finance management

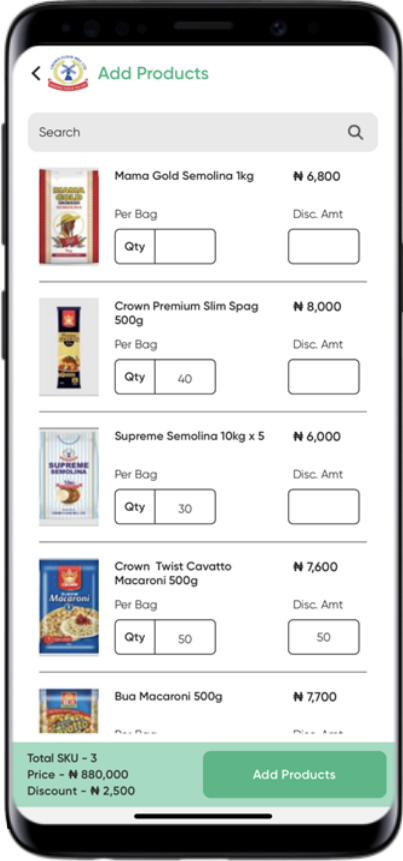
- View order history, payment status and customer details in one view

4 Customer Repository

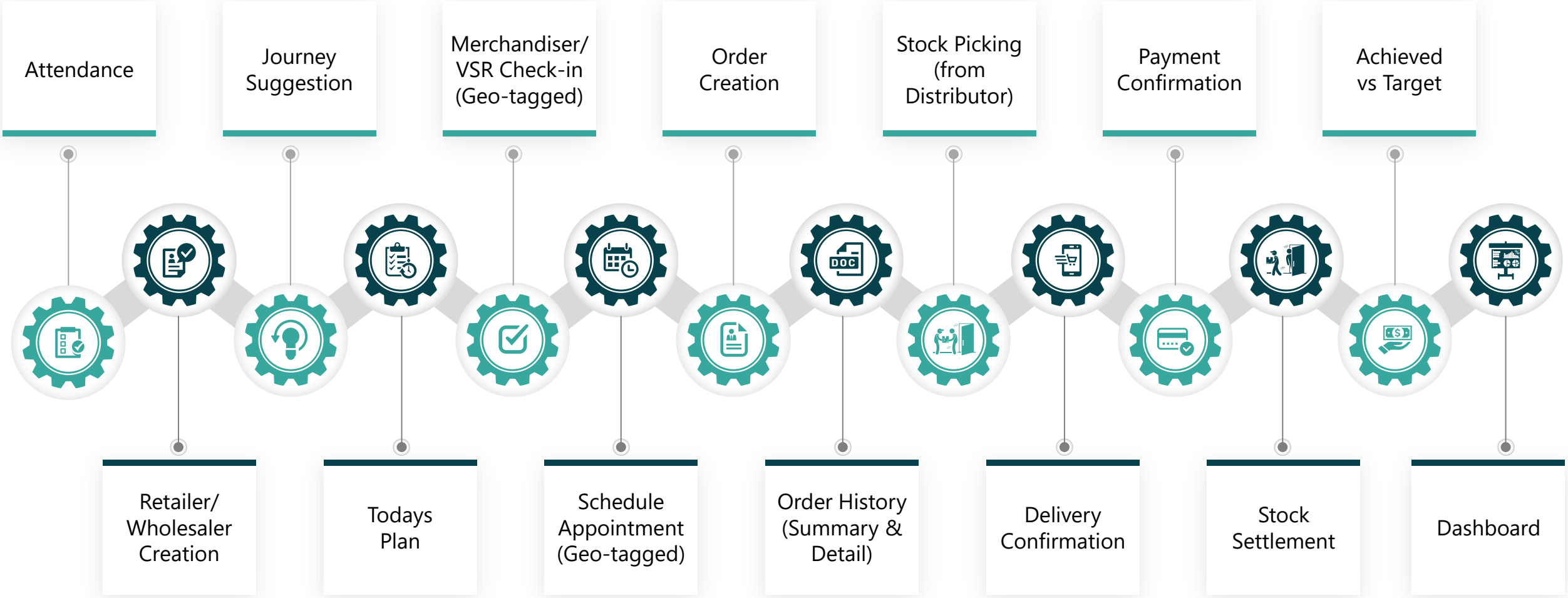
- Central customer database with past order and transaction history
- In-app insights from past ordering patterns

Intelligent data & location driven system

-  **Sales Performance**
-  **Distribution Performance**
-  **Discipline**
-  **Real time visibility**



Product Capabilities



Reports & Dashboards



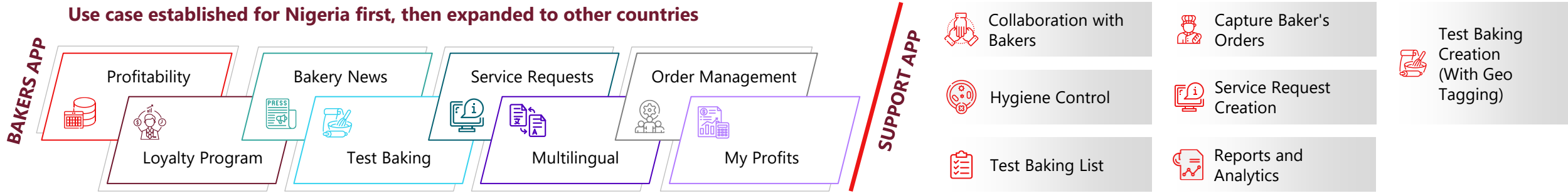
Bake Well

06

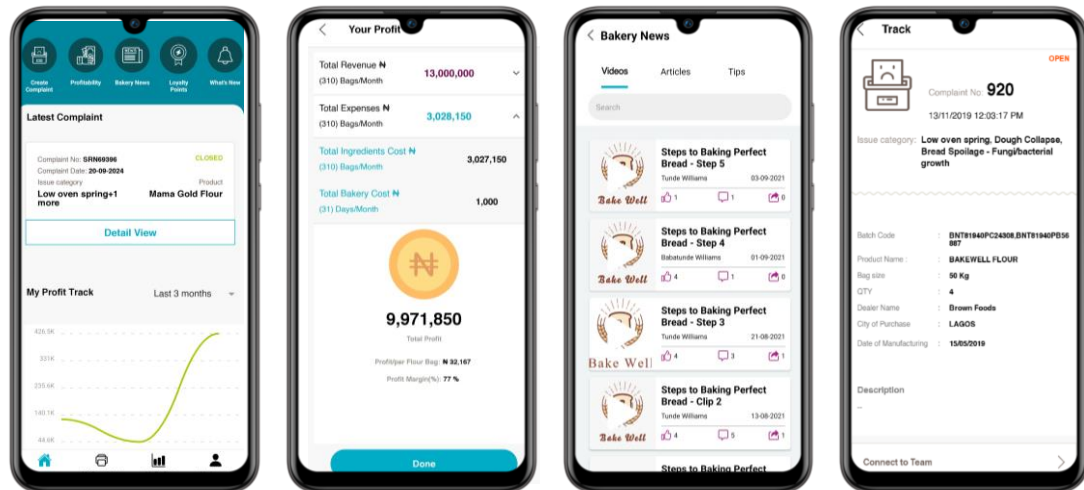
Bake Well

A dynamic communication and engagement platform designed specifically for bakers. It enables bakers to connect effortlessly, share their feedback, raise complaints, and gain fresh insights on baking. Stay informed about new products and discover interesting baking tips. With Bake Well, bakers can easily calculate the profitability of their business and track profitability trends.

Use case established for Nigeria first, then expanded to other countries

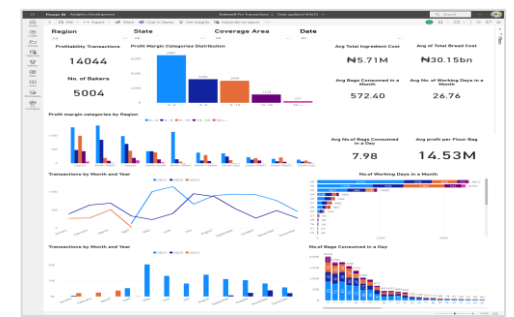


A truly differentiated & relevant platform with curated content for bakers



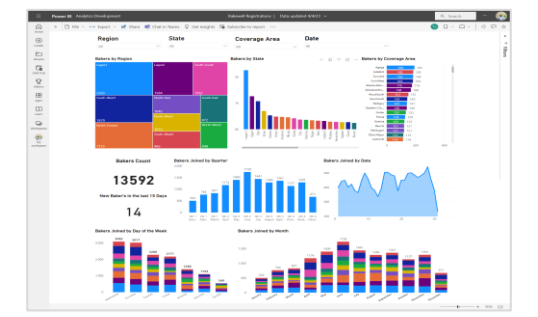
Profitability

- Profitability segmentation
- Region wise, State wise and City wise profitability transactions tracked
- Good potential to build recommendations to Bakers for better profit margins



Baker's data

- Region wise, State wise and City wise
- Businesses can visually find the performance of enrolment and can take measures for low- performing regions, states etc.,



An African Success Story started from Nigeria

With some thoughts....



Bakers are key drivers of food ingredients industry.

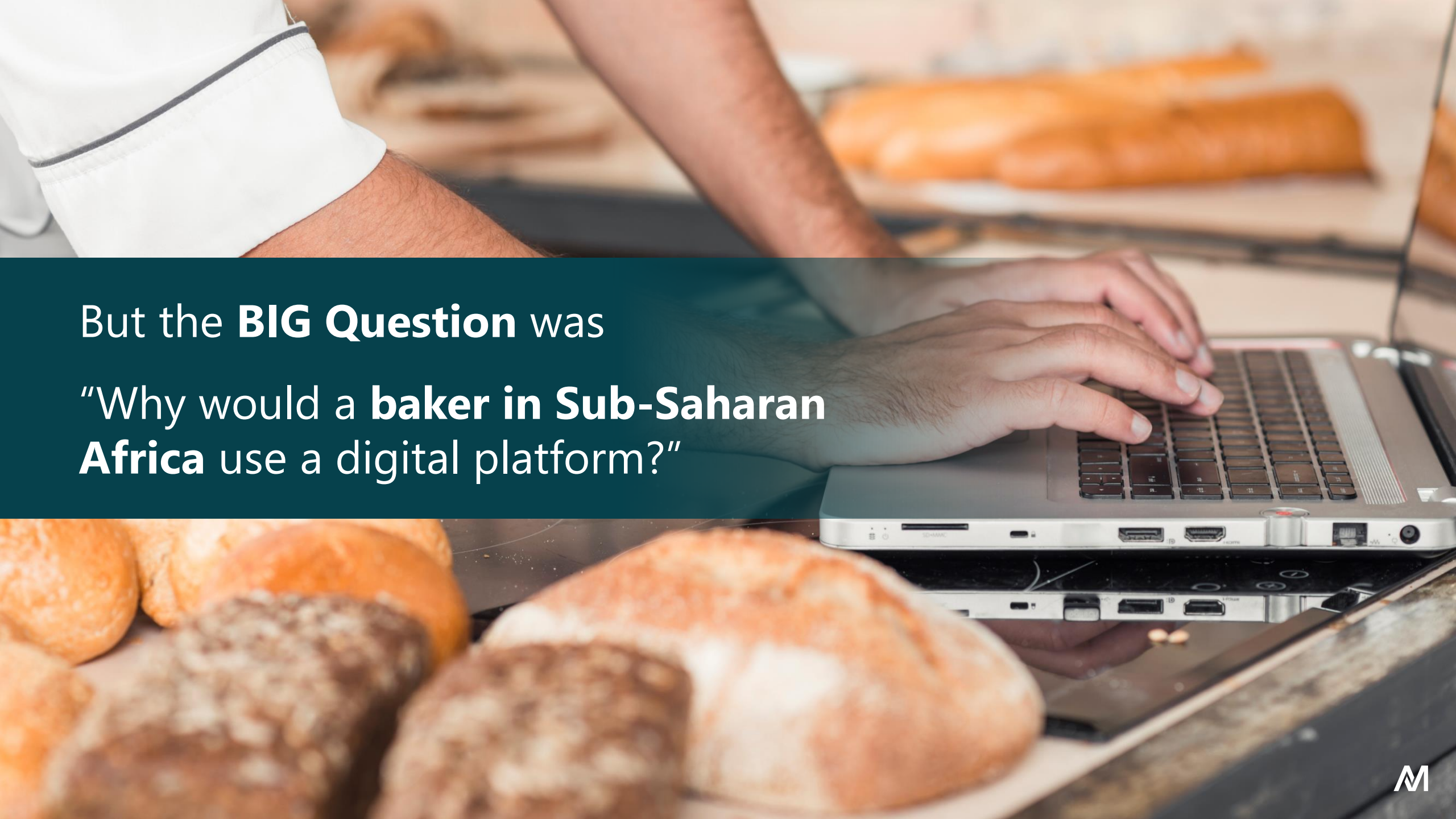


There are more than **100k+** such bakers



How do we connect with them more frequently, depending only on field teams limits our reach can **technology** play a role?



A close-up photograph of a person's hands typing on a silver laptop keyboard. The person is wearing a white short-sleeved shirt with a dark stripe at the cuff. The background is a bakery with several long, golden-brown baguettes on a wooden surface. The text is overlaid on a dark teal horizontal band across the middle of the image.

But the **BIG Question** was
“Why would a **baker in Sub-Saharan
Africa** use a digital platform?”

Meet Amina, a 39-year-old baker who hails from a family of bakers.



Her knowledge and love for baking is evident as she uses heirloom recipes to date. But her passion alone was not enough to sustain her family. Amina needed help to make her passion profitable.

Like Amina, close to **100,000 passionate** and hardworking bakers in Nigeria, Ghana, Senegal, and Cameroon needed to learn how to stay profitable.

We had to find an integrated solution that mattered to her

“Complaint Management”



It's a daily business

Real time Communication



Highly competitive

Transparency



Number of ingredients used

Faster Resolution



Any issues - “Flour manufacturer” needs to resolve

Happy Bakers



From "Complaint Management" solution to an engagement and communication platform with 16000+ bakers, 3 languages



Profitability

Simple 'Profit calculator' for bakeries



Bakery News

Access to curated content on baking tips, articles and videos



Service Requests

Bakers can raise, track and get resolution for their requests



Learning

Bakers can enroll, learn and get certified online from chosen curriculum



True Trace

07

Mindsprint has developed in-house traceability solution taking inputs from multiple data sources to provide E2E visibility of the supply chain

1

Data sources connectivity



- Data set collated from **multiple data sources** for data modeling
 - **Data sources:** supplier data, production data, and logistics data (from ERP, custom applications etc.)

2

Data modelling for traceability



- **Data set refined** for model accuracy throughout
- **Entities defined** for data sources linked
- **Attributes assigned** for each entity and **relationships determined** among them (*one-to-one or one-to-many*)

3

Traceability visualization



- **Graph model** created using defined entities and relationship for visualizations
- **Visibility** of goods flow through the supply chain, providing different perspectives through built-in **filters** and actionable tooltips that render **real-time data**

4

Traceability dashboard



- **Aggregate dashboard** utilizing traceability data sets to identify **change patterns** and their impact
- Lots, volumes and batches presented as **widgets and table**
- **Downloadable** .csv file

Companies find it challenging to establish end-to-end traceability



CHALLENGES

- 

Effective emission tracking is difficult and **resource & cost intensive** for elongated upstream supply chain (especially with **multiple country sources** involved)
- 

Inability to handle the **high volume of data generated** for traceability reporting
- 

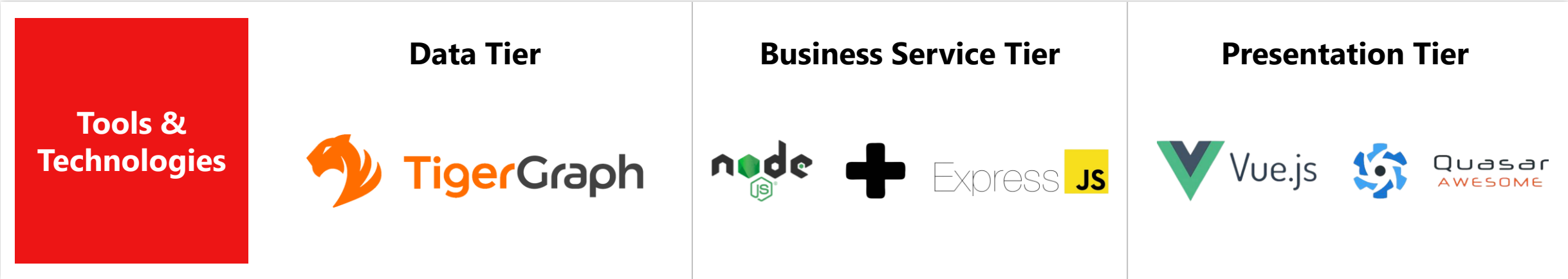
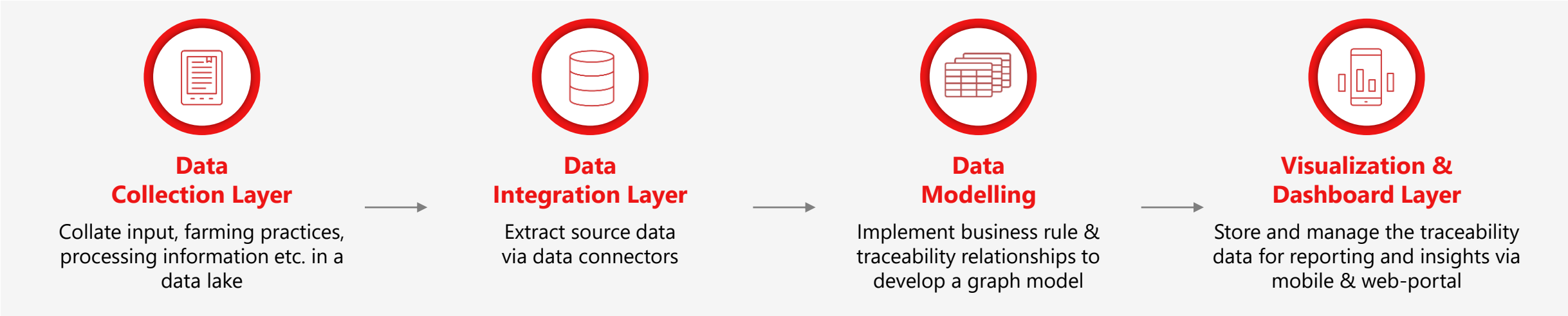
Rising pressure from stakeholders & market players (regulatory authorities, consumers) for **an insight into the country and supply chain journey of products**
- 

Difficult to generate accurate insights because of insufficient or manually documented information

Note: ESG - Environmental, Social and Governance

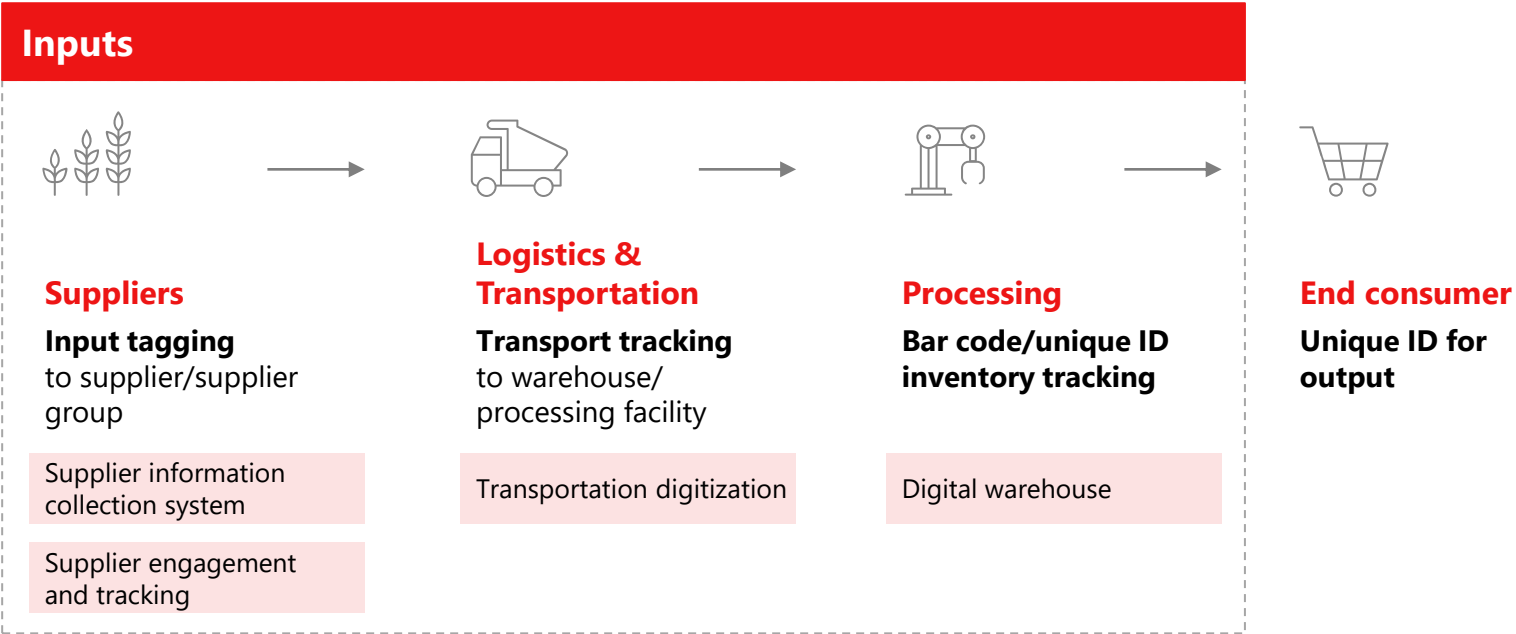


Solution: A data driven approach taking inputs from each step of supply chain and comprehensively visualizing the same



Mindsprint solution enables geolocation and traceability across the supply chain

The solution, when coupled with the right data collection systems can help ensure...



Supplier information collection system

Transportation digitization

Digital warehouse

Supplier engagement and tracking

Simplified and detailed traceability visualization

Tabular view and report downloads

Interactive dashboards and graphs

Joint table view of the traceability

... transparency across the supply chain

- 1 Comprehensive product information**
 - Information on product, grade, quantity, price, etc. traced back to origin
 - Available for stakeholders across the supply chain
- 2 Farmer data integration**
 - Ability to link farm/farmer information
- 3 One view of data**
 - Data consumption from multiple sources
 - Graphical view connected for different data sources
- 4 Compliance reporting**
 - Download and submit necessary reports for regulatory compliance mandates



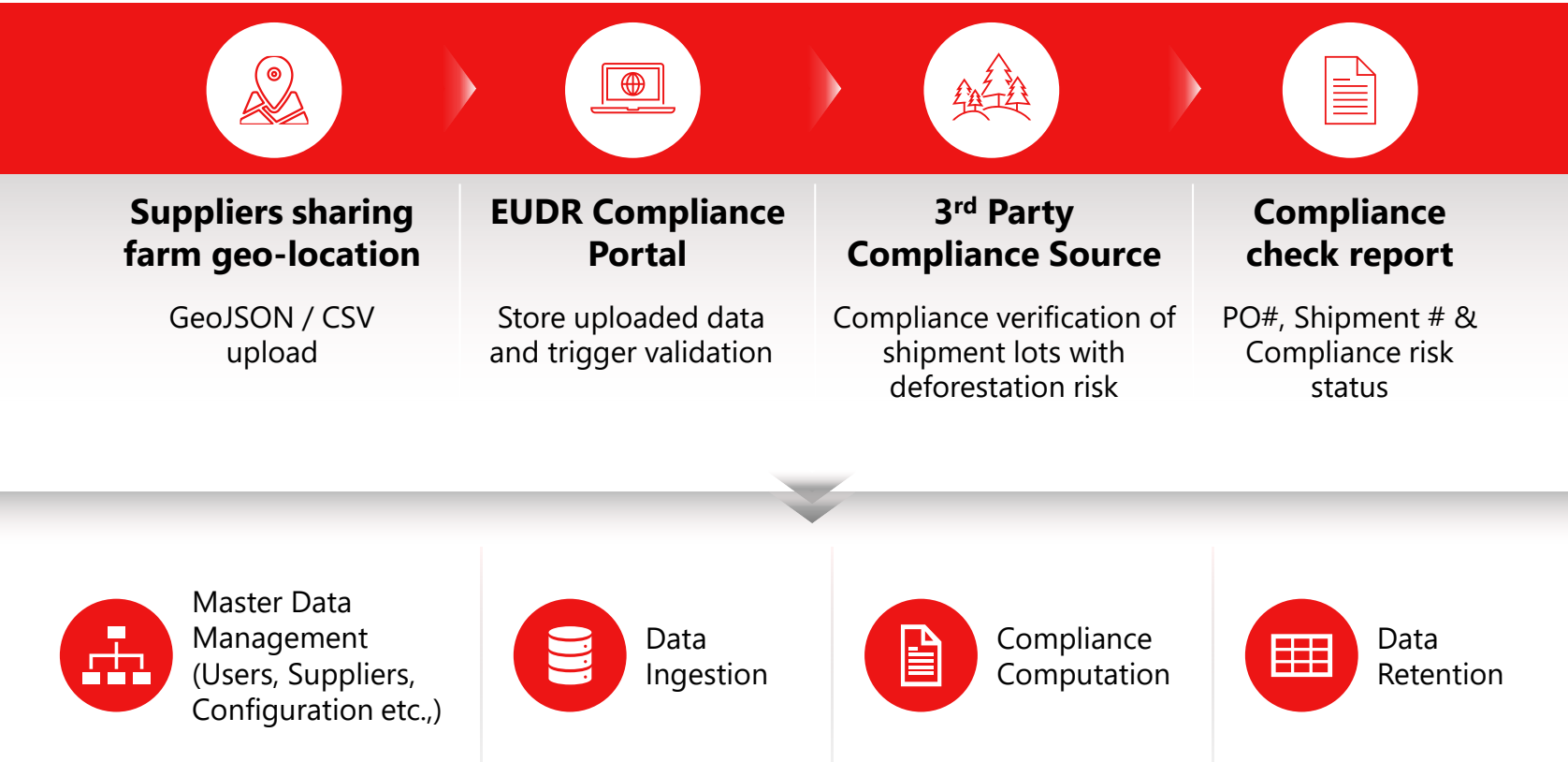
EUDR Platform

08

EUDR Platform

Enables collection of geolocation and validates the compliance by supplier and shipment

SOLUTION OVERVIEW

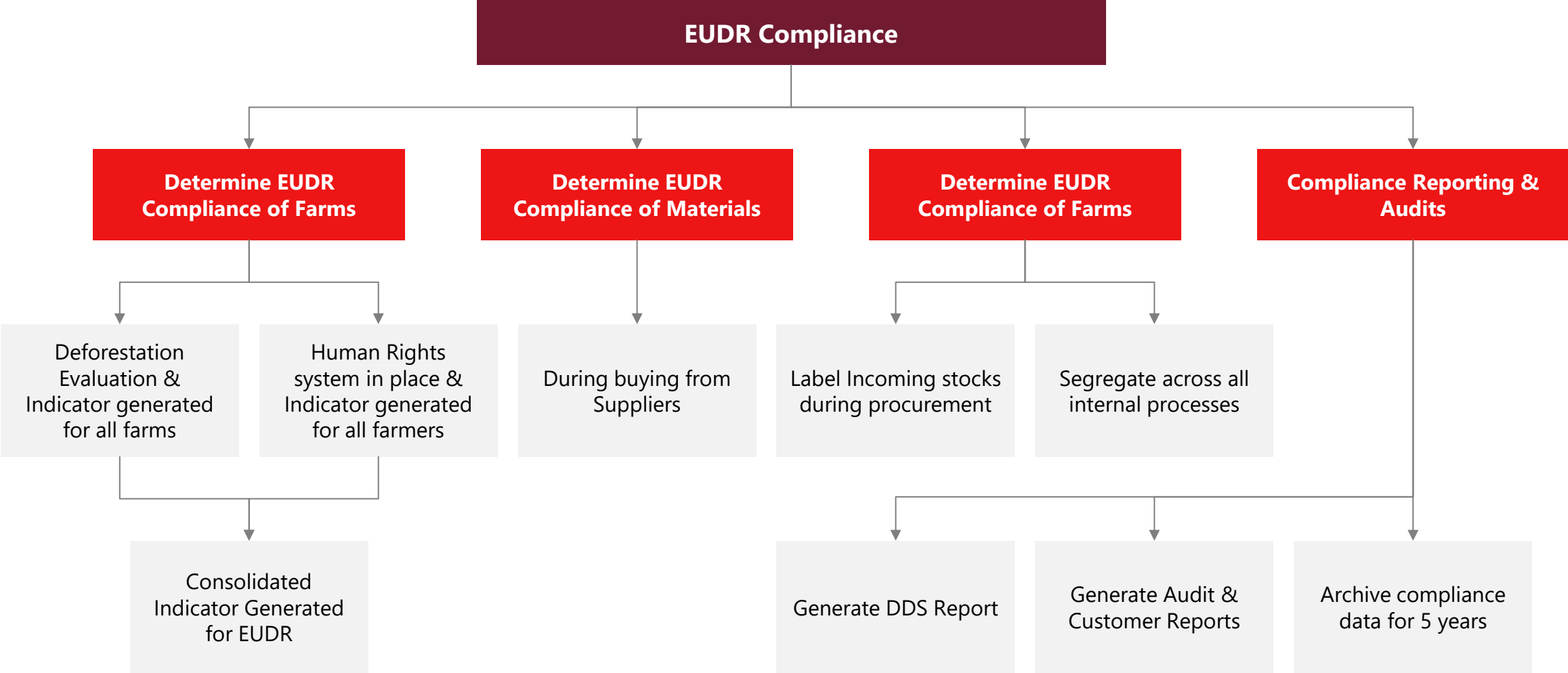


Key Features

- 1 Master Data Management**
 - Add , Edit, Update Authenticated Users of Kolsan & Suppliers
 - Configurations management
- 2 Data Ingestion & Storage**
 - To upload & maintain Supplier information in GeoJSON / CSV format
 - Parse Uploaded information to store in Geo Spatial Database
- 3 Compliance Computation**
 - Interface with 3rd Party compliance sources to get Compliance Flag
 - Compute it for Shipment reference
- 4 Compliance reporting & Data retention**
 - Generate report to view a period of data & retain a history for future reference



EUDR Compliance











Digital Warehouse

09










Our solution can boost efficiency by providing insights on asset/ equipment maintenance and planning the manufacturing operations

Our solution has capabilities to assist factory and warehouse operators..

Smart factory

-  Downtime capture
-  Asset performance monitoring
-  Batch and product quality checks
-  Real-time insights & reports
-  Root-cause analysis
-  Material consumption tracking
-  Scheduled production plans and execution monitoring
-  Predictive maintenance

Digital warehouse

-  Automated weight capture & lot allocation
-  Storage location recommendation
-  Quality tracking
-  Approval driven automated PO & GRN
-  Price calculator
-  QR based inventory tracking
-  Document management
-  Stock recommendation and reconciliation
-  SAP ERP integration

... across all their operations

1 Asset and equipment maintenance

- Automated IoT solution capturing productivity losses and providing timely actionable insights for best utilization

2 Manufacturing operations

- Plan and orchestrate real-time digitized operations across the factory through central interactive dashboards
- Real-time advisory or full autonomous control capability for optimal executions

3 Warehouse management

- Planning and management of processing and dispatch operations

4 Inventory management

- Real-time and offline visibility of goods movement and automated weight tracking
- Packing material management based on purchasing and dispatch operations

Note: PO – Purchase Order; GRN – Goods Received Note



Digital warehouses connected to smart factories are enabled by technologies like MES, OEE, ERP, etc.

Smart Factory

<div style="background-color: #f0f0f0; padding: 5px; margin-bottom: 5px;">Manufacturing Execution System</div> <div style="padding: 5px; margin-bottom: 5px;"> <p>Production & inventory mgmt.</p> <ul style="list-style-type: none"> • Remote and real time controlling and tracking • Plant digitalization • Power & energy mgmt. </div> <div style="padding: 5px; margin-bottom: 5px;"> <p>Asset productivity mgmt.</p> <ul style="list-style-type: none"> • Predictive maintenance • Performance mgmt. • Employee mgmt. </div> <div style="padding: 5px; margin-bottom: 5px;"> <p>Quality mgmt.</p> <ul style="list-style-type: none"> • Quality inspection and sampling • Batch quality status mgmt. • Root cause analysis </div> <div style="padding: 5px;"> <p>Data and reporting</p> <ul style="list-style-type: none"> • Real-time data access • KPI & OEE metrics analysis and reporting • Self-service dashboard </div>	<div style="background-color: #f0f0f0; padding: 5px; margin-bottom: 5px;">Overall Equipment Effectiveness</div> <div style="padding: 5px; margin-bottom: 5px;"> <p>Digital platform</p> <ul style="list-style-type: none"> • Captures OEE measures and losses real-time • Provides asset utilization report and enabling root cause analysis </div> <div style="padding: 5px; margin-bottom: 5px;"> <p>Automated IoT solution</p> <ul style="list-style-type: none"> • Measures productivity losses • Gives timely and actionable insights for best utilization </div> <div style="padding: 5px;"> <p>Leverages measures and metrics</p> <ul style="list-style-type: none"> • Calculation of availability, performance efficiency, and quality metrics • Implements quality control measures across all units and equipment </div>
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Digital Warehouse

Mobile-based **in-house** solution enabling real-time visibility of operations; automating, simplifying and monitoring movement and processing of goods

Across the supply chain

Integration with ERPs

Note: PO – Purchase Order; GRN – Goods Received Note; FIFO – First In First Out



The solution helped in improving operations and enhancing productivity across factories and warehouses



Benefits

-  **Enhanced decision making** and operational planning, execution capabilities
-  **Operational efficiencies** and improved labor and asset productivity
-  **Cost savings and reduced downtime** with automated, standardized and digitally connected operations
-  **Real-time visibility & reporting** of operations and inventory

Case study

 Context	Partnered with customer to digitize their inventory and warehouse management processes	
 Solution	Mobile based digital warehousing solution built: <ul style="list-style-type: none"> • For managers and supervisors to manage operations across the warehouse 	
 Results	200+ man hrs. saved ¹ 100% paperless operations 1+ hrs saved/unit production	40% data entry operators repurposed 50+ hours of overtime spend saved/week

Note: (1) in production, stock transfer, export stuffings



Warehouse planning, ops and inventory management through 'Digital Warehouse'

Customer pain point



- **Time consuming and error-prone method** of manually capturing and verifying inventory details
- **No system / processes to track inventory** across processing units and warehouses
- **Lack of real-time visibility** on warehouse operations

Our unique solution



Mobile-based solution to benefits across 2 use-cases:

- **Inventory management**
 - **Record and monitor** goods movement both real-time & offline
 - Real-time **stock visibility** & automated **weight tracking**
 - Track **packing material stock** based on purchasing & dispatch operations
- **Warehouse planning and operations management**
 - **Stock recommendation** for processing & dispatch operations, based on business processes
 - **Stock reconciliation** for operational and audit purposes

Results delivered



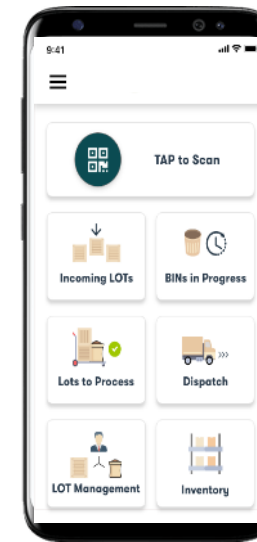
300K+
app-based transactions

850+
business users

550+
warehouse managed

15+
customer BU handled

Use cases



- Quality tracking**
- PO & GRN generation**
- Storage location planning**
- FIFO based input recommendation**
- Container stuffing tracking**

Additional Features

- ERP Integration**
- Reporting & insight generation**
- In-app intelligence** reducing data errors
- Document Mgmt.** (incl. digital signature)



Commodity Trading and Risk Platform

10

What are CTRM Platforms

CTRM (Commodity Trading and Risk Management) Platforms are used for commodity trading and risk management.

Commodity trading involves buying and selling of commodities, movement and delivery, and the associated risk management activities.

CTRM is used for various commodity asset classes

REGIONS

Middle East: DUBAI
Africa: South Africa, Ivory Coast
America: US, Brazil, Africa
EU: Germany, Netherlands, Switzerland
EMEA: Singapore, Indonesia, India, China

PRODUCTS

Grains, Cotton, Rice, Rubber, Edible Oil, Wood Products, Pulses, Soft & Palm Oil
Cocoa: Beans, Butter, Liquor, Cake, High Fat, Power and Specialty fats
Dairy: Bulk and Graded
Coffee: Arabica, Robusta, Instant, Blend, Cascara

STATS



1300+
Users



2,15,000+
Contracts



1,45,000+
Invoices

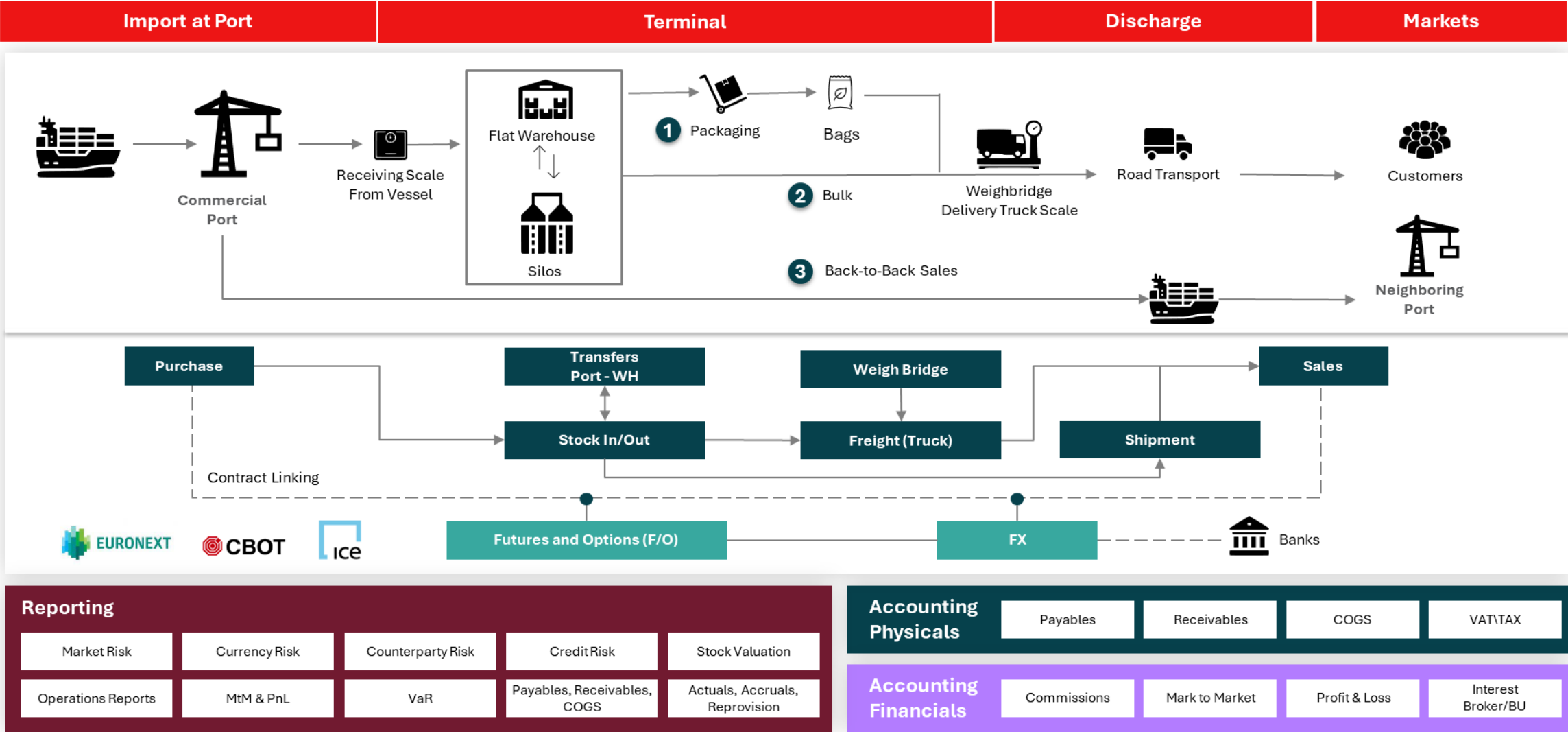


2,40,000+
Shipments



1,05,000+
Derivatives

Providing visibility across the Supply Chain















Commodity and derivative trading has the challenge of managing data from multiple sources, minimizing risks and ensuring compliance



Our solution is a robust and comprehensive platforms for Commodity & Derivative Trading and Risk Management

The solution has dedicated functionalities providing streamlined solution for all the 4 main functions...

Front Office	Risk Control	Logistics & Shipping	Finance back-office & accounting
 Derivative & OTC trading		 Authentication & Authorization	
 Stock Management		 EOD, Reports & Risk Management	
 Contract, Allocation & Hedge Management		 Sample Management	
 Shipment & Logistics data		 Invoicing & Trade Finance	
 Market data		 Master Data & Document Management	
 Compliance		 Integration	

- ...for sales productivity management and analysis
- 1 Contract management**
 - Manages entire contracting lifecycle from capturing contracts, and signing documents to shipment management
 - 2 Data consolidation**
 - Consolidates data from all sources to monitor and manage risk efficiently
 - 3 Reporting**
 - P&L, Value at Risk, and position reporting for analysis and compliance
 - 4 Integration with platforms**
 - Integrating with BPS teams and 3P platforms simplifies data capture, compliance, and documentation processes




The solution helps in risk management and enhancing the decision making for Commodity and derivative trading

Benefits


-  **Enhanced decision making** and increased performance and revenues
-  Improved **risk management**
-  **Transparency and traceability** through auditable records
-  Better **Regulatory compliance**
-  Robust platform for supporting and **scaling new businesses**



Case study


 **Context**

Partnered with customer to build an **in-house application** for Over-the-counter Derivative Trade capture and supporting risk analysis

 **Solution**

The application has dedicated platform for their 3 verticals covering the following features:

- **Front-office:** Trade capture, Price fixing & valuation, Net Asset Value Reporting
- **Risk controls:** Value at Risk & Sensitivity analysis
- **Finance back-office & accounting:** Position & PnL reporting, Back and Stress Testing for market-impact PnL, Daily End of Day Processing

 **Results**

1300+ users	100K+ Derivatives
350K+ transactions	50K+ Shipments
3K+ FX cover	18K+ Price fixing
83K+ Contracts	



Thank You

MINDSPRINT