



VEHICLE SALES MANAGEMENT SOLUTION

An integrator for Automotive OEMs,
Importers & Dealers

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Automotive NSCs and distributors face several issues, including visibility, real-time vehicle status tracking, and synchronising supply & demand. The SAP-based Vehicle Sales Management system from Capgemini serves as a single point of control for vehicle management, sales and distribution, procurement, production, and tracking throughout its lifecycle. The system further helps NSCs to make decisions based on real-time data and increase fulfilment rate, competitive advantage, and vehicle visibility across the value chain by integrating active stakeholders - OEMs, NSCs, distributors, and dealers.



Key benefits

- 360° view of the vehicle lifecycle from order, logistics, service, warranty to recall
- Real-time notification on vehicle status
- Integrated dashboard for sales data analysis
- Automation of status updates, single source of truth for ordered data and analytics shorten order-to-cash cycle

Solution differentiators

- Live Preconfigured Solution on SAP S4HANA and ECC systems
- Level 4/5 business process models
- Experienced Automotive SMEs to drive solutioning workshop with reusable artifacts

Success Stories

Completed PoC and enabled implementation in

- A global automotive organization
- One of the largest heavy equipment manufacturing organization

KEY CONTACT

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