Zoondia
**Innovating the Future**

# OptiMIS

## Advanced MIS Solution for Inventory, HR, Sales & People Management

www.zoondia.com

# OptiMIS



Category : **Management Information System**

Location : **Saudi Arabia**

## Business Background

A prominent group in Saudi Arabia approached us to develop a robust Management Information System (MIS) to streamline and integrate their operations across 104 outlets. The solution combined ERP and CRM functionalities to enhance efficiency in managing inventory, HR, sales, and people operations. Our tailored system addressed their unique challenges and transformed their operational landscape.

# Challenges

⦿ **Fragmented Systems**

Existing systems were siloed, leading to inefficiencies in data sharing and decision-making.

⦿ **Scalability Issues**

Managing operations across 104 outlets required a scalable solution to handle large volumes of data.

⦿ **Operational Inefficiencies**

Manual processes for inventory, HR, and sales management resulted in delays and inaccuracies.

⦿ **Limited Reporting and Insights**

The lack of a unified reporting system hindered data-driven decision-making.

## Approach

◉ **Research & Analysis**

We conducted a comprehensive analysis of their existing workflows and operational pain points. Detailed discussions with stakeholders provided insights into specific requirements, such as seamless integration and real-time data access.
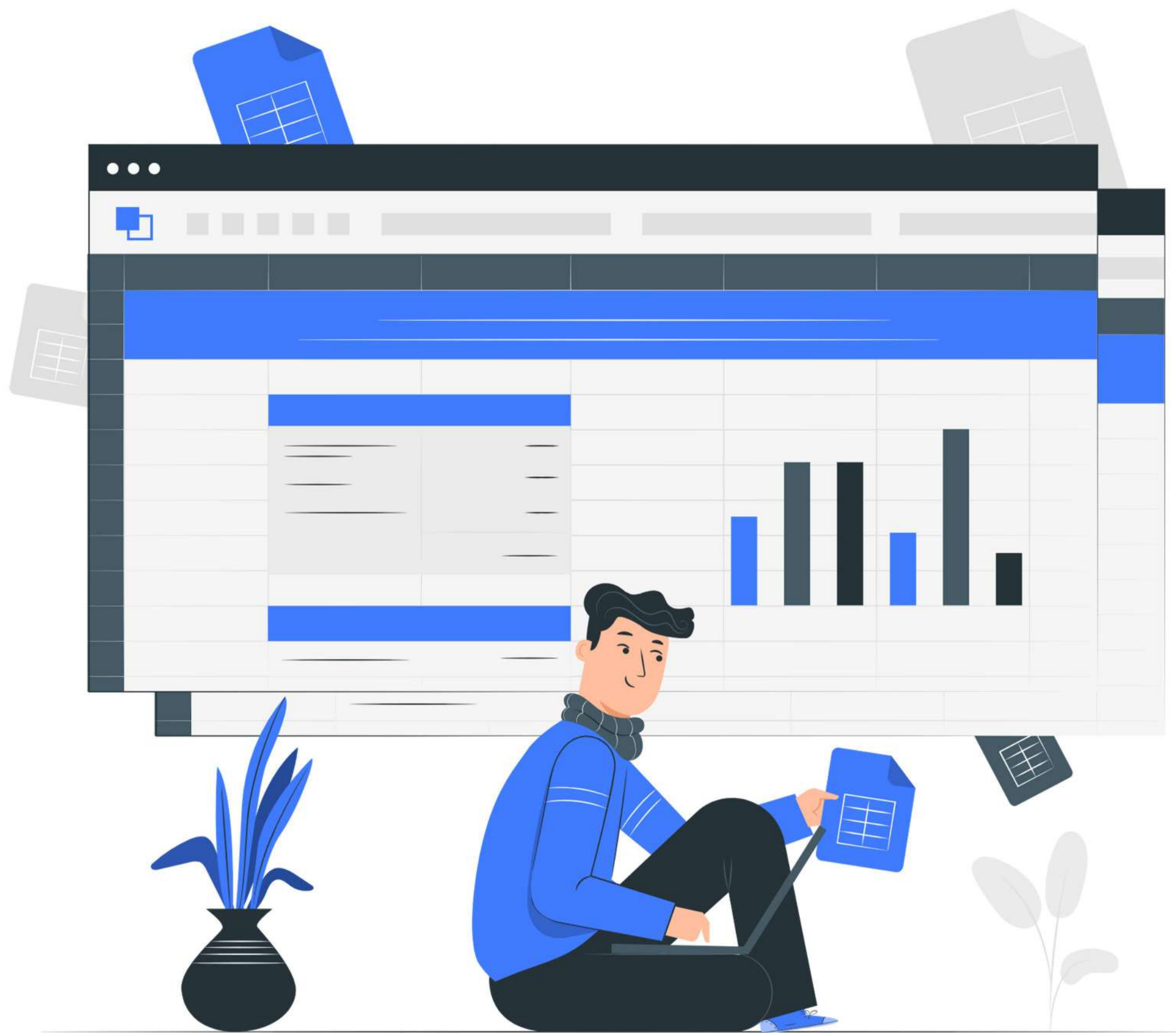
◉ **Designing the Solution**

Our team designed a scalable, centralized Management Information System (MIS) with features including:

▶ **Inventory Management:** Real-time tracking of stock across all outlets, ensuring optimal inventory levels.

▶ **HR and People Management:** Tools for employee records, attendance, payroll, and performance tracking.

▶ **Sales Management:** Unified sales data across outlets with real-time updates and analytics.

▶ **Integrated CRM:** Enhanced customer relationship management to improve loyalty and retention.

▶ **Customizable Dashboards:** Unified reporting and actionable insights for better decision-making.

◉ **Implementation**

We deployed the MIS system across all 104 outlets with minimal disruption to ongoing operations. The rollout included hands-on training sessions to ensure smooth adoption by employees.

## Results

◉ **Operational Efficiency**

Automation reduced manual errors and enhanced process accuracy.

◉ **Scalable Solution**

The system seamlessly managed operations across all 104 outlets.

◉ **Data-Driven Decisions**

Unified reporting provided actionable insights for strategic planning.

◉ **Enhanced Employee Productivity**

Streamlined HR processes improved workforce management.

◉ **Improved Customer Experience**

Integrated CRM enabled personalized service and increased loyalty.

## Preferred Industries

⦿ **Retail Chains**

Managing inventory, sales, and operations across multiple outlets.

⦿ **Healthcare**

Integrating HR, inventory, and patient management for hospitals and clinics.

⦿ **Manufacturing**

Streamlining operations, inventory, and workforce management.

⦿ **Hospitality**

Coordinating operations across hotels, restaurants, and resorts.

⦿ **Education**

Managing HR, inventory, and operations for schools and universities.

**Screenshots**

Select Language | ▼

My Calendar
Meeting
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Reception
Ledgers
ISO Rules
MIS
HR
Taxation
Finance
Cost Center
Branch Sales

| Sales | To Do | View Plan | Create Plan | History | View To Do | Assign Task |

| Assign Task List | Track Task | Add Suggestion | View Suggestion | KPI |

Print   Select Status ▼

**My Calendar**

‹  ›  today    **November 2019**    month week day

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
| 27 | 28 | 29 | 30 | 31 | 1 | 2 |

RFQ
Requisitions
Inventory
Planning
Logistics
Purchase
Branches
Supervisors
Warehouse
Master Resources
Elegant Club
CRM
Budget Control
Target Control
Operation Control
Warehouse Control
Area Managers

● Sale

**Regional Sales**

Al Taif [search]   282,135.00

| A - TIF - Al Suwat | 64,682.00 › |
| A - TIF - Al Hawiyah | 59,005.00 › |
| A - TIF - Al Taiser | 53,768.00 › |
| A - TIF - Airport Road | 44,043.00 › |
| A - TIF - Teramall | 35,866.00 › |
| A - TIF - Shehar | 24,771.00 › |

Tabuk, Al Taif, Abha, Makkah, Yanbu, Madin..., Dammam, Jeddah, Riyadh

● Jeddah ● Riyadh ● Dammam ● Madinah

**Report**

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Check List
KPI Analysis
Operation
RFQ

| Supervisor Collection | KPI Discussions | Supervisor Deposit | Top Cashier Cash collection | POS Cashier Sales | Physical Stock |
| Sales By Supervisor | Sales By Branch | Sales By Cashier | Cashier Tips collection | Collection Difference | Credit and Free Sale |
| Cash Sale | Card Sale | Opening Amount By Branch | Cashier in duty evening shift | Cashier in duty morning Shift | Barista in duty morning shift |
| Barista in duty evening shift | Supervisors Branch list | Meal consumption Branch wise | Collection Difference | Supervisor Deposit List | Supervisor Own Sales Report |

Select Language | ▼

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Operation

| View Inventory | Available Barcodes | Allocated Barcodes | Location Wise Stock Report | Item Wise Stock Report | Inventory Request |

Select Language | ▼

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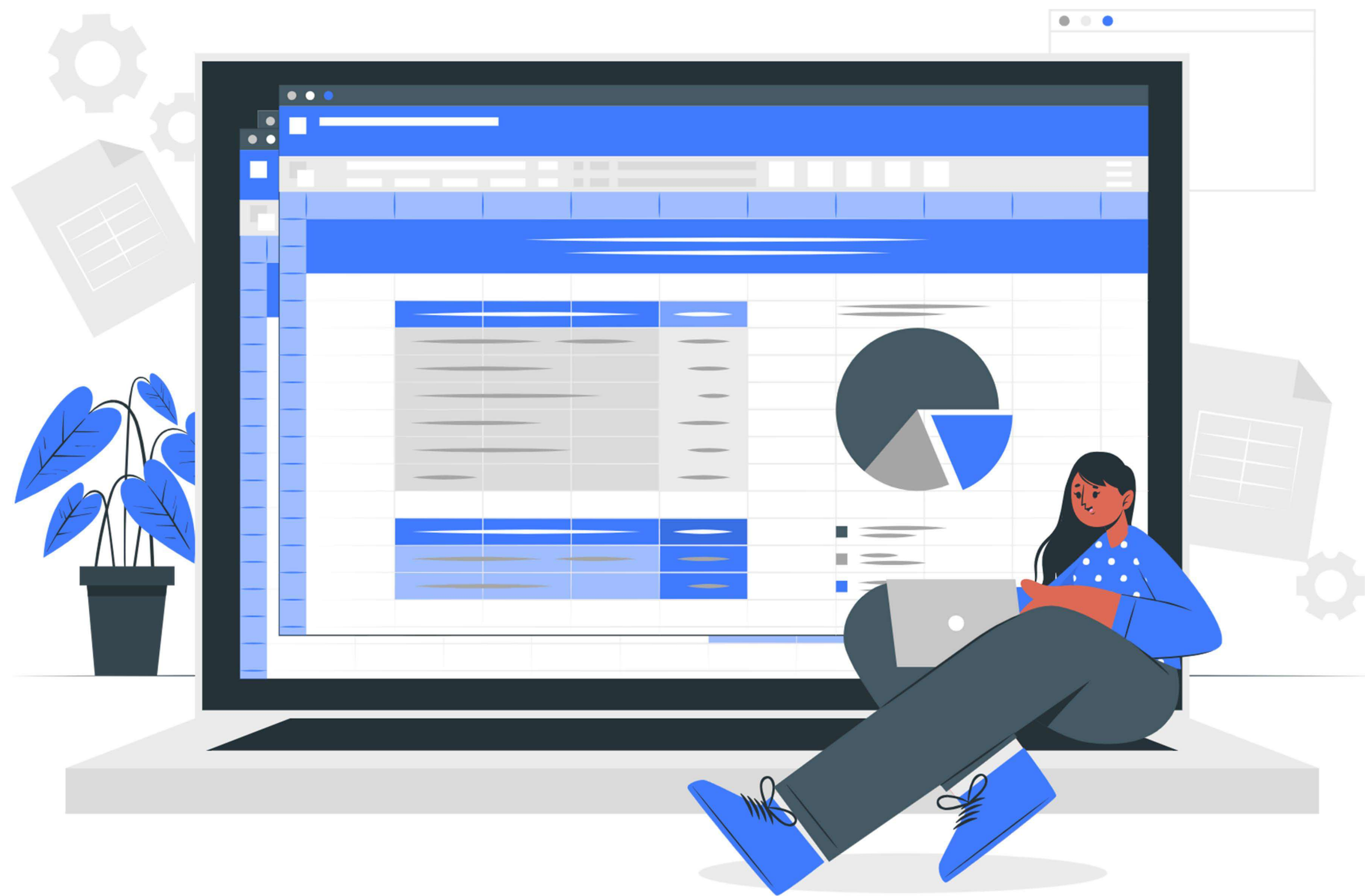Operation

From   01-09-2019     To   30-11-2019

Total Income :15,751,002.00
Total Expense :19,623,652.25
Difference :-3,872,650.25
Pending Amount :1,457,723.60 (23)

**Daily Income & Expenditure Graph**

2. Sep  9. Sep  16. Sep  23. Sep  30. Sep  7. Oct  14. Oct  21. Oct

◆ Income  ● Expense

# KEY TAKEAWAYS

This case study highlights the transformative impact of a tailored Management Information System in streamlining complex operations. By centralizing inventory, HR, sales, and people management, the Saudi-based group achieved significant efficiency gains and operational excellence across 104 outlets.

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