



KlearStack

Enhancing Sales Visibility for a Pharma Company with KlearStack

KlearStack Success Story



TABLE OF CONTENT

	Title	Pg No
01	Introduction	03
02	Background & Challenges	04
03	Solution Implementation	06
04	Benefits & Results	08
05	About KlearStack	10





INTRODUCTION

Effective sales promotion and visibility are vital for any pharmaceutical company to ensure that their products reach the end customers efficiently.

This case study explores how a leading pharma company leveraged KlearStack AI to automate data extraction from invoices and proofs of delivery, significantly enhancing their sales visibility and operational agility.



BACKGROUND & CHALLENGES



The Distribution Network

The pharma company has a countrywide network of 1,500 distributors who purchase medicines from the company & sell them to various hospitals & medical establishments in their respective territories. The company offers sales promotion schemes & discounts to these distributors periodically.

BACKGROUND & CHALLENGES

Challenges Faced

Despite these efforts, the company faced several challenges:

#1

No Visibility into Last Mile Sales

The company lacked insight into the final sales made by each distributor.

Uncertainty of Sales Promotion Flow

It was unclear if the benefits of sales promotions were reaching the end customers.

#2

#3

Ineffective Promotion Analysis

The lack of visibility hindered understanding whether the promotion schemes were effective.

Manual Processes & Delays

The manual back-and-forth communication between the pharma company and distributors caused delays & mistrust.

#4



SOLUTION IMPLEMENTATION



Automation with KlearStack AI

To address these challenges, the pharma company implemented an automated solution using KlearStack AI.

SOLUTION IMPLEMENTATION

Key Features of the Solution

#1

Automated Data Extraction

KlearStack automated the extraction of data from proofs of delivery and invoices raised by the 1,500 distributors across the country.

Proof of Delivery Validation

Distributors print invoices, which are stamped & signed by end customers as proof of delivery. These documents are then uploaded to KlearStack.

#2

#3

Advanced Data Extraction

KlearStack AI utilizes proprietary templateless ML technology to extract and validate data from invoices of varied formats.

Data Analysis

The extracted data is downloaded in XLS format by the pharma company's Sales Operations team for analysis and decision-making.

#4

BENEFITS & RESULTS

The automation brought significant improvements to the company's operations

#1

Enhanced Sales Visibility

The pharma company gained visibility into the last mile sales data of distributors, which was previously impossible.

Improved Sales Analytics

Sales analytics improved by 2x, with over 90% field-level accuracy and approximately 60% straight-through processing.

#2

#3

Informed Decision-Making

The company can now make informed decisions about their sales promotion schemes.

Operational Agility

The automation led to a significant improvement in the agility of operations.

#4



CONCLUSION

By automating data extraction and validation using KlearStack AI, the pharma company transformed its sales visibility and operational efficiency.

The solution provided critical insights into the effectiveness of sales promotion schemes, enabling informed decision-making and enhancing trust between the company and its distributors.

This case study highlights the impact of AI-driven automation in optimizing sales operations for a large pharmaceutical network.

ABOUT KLEARSTACK

KlearStack is an AI-driven intelligent document processing (IDP) solution. What sets it apart is its **template-less processing capabilities** meaning you don't have to train the model for every new document type.

It can seamlessly processing various documents such as:

Invoices

Receipts

Purchase Orders

Insurance Policies

ID Cards

Bill of Lading

Credit Notes

Proforma Invoices

Delivery Notes


Packing List

Bill of Exchange

Loan Notices

Property Loan Appraisal Report

Letter of Credit



KlearStack is one among those few providers worldwide who encourage any prospect to come to the call with their document ready, without sending the documents to us upfront.

The demo is done on their documents and KlearStack gives unprecedented accuracy in its first go without even knowing the document layout or content structure. We are glad to share that this high “**Day 0 Accuracy**” in a blind test takes us 5-6 steps ahead of our competitors and we easily get shortlisted.

That has always been the case with 80% opportunities that come to us.

Want to know more about KlearStack?

Visit www.klearstack.com

80%

**Cost
Reduction**

500%

**Operation
Efficiency**

99%

Accuracy

KNOW HOW KLEARSTACK CAN ASSIST **YOUR BUSINESS!**

Book a FREE 15-30 min call with our
Automation Expert.



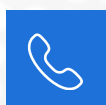
hello@klearstack.com



<https://www.klearstack.com/>



KlearStack, Inc. 371 Hoes Lane, Suite
200, Piscataway, NJ 08854, USA



+91 94220 84589