



How a mid scale electronics distributor streamlined order-to-dispatch operations, reducing manual work, delays, and inventory-related losses.



Location: Hyderabad



Industry: Distribution



Revenue: ₹25cr - ₹50cr

Challenges

As order volumes scaled, fragmented inventory and fulfillment workflows started slowing execution.

- Inventory mismatches across warehouse and operating records
- No real-time stock visibility across locations
- Delayed dispatches caused by disconnected handoffs
- Manual delivery challan generation slowing fulfillment
- Procurement workflows disconnected across teams

Solution

One centralized platform connecting order to dispatch

Hopnet implemented ERPNext to bring inventory, warehouse, procurement, and fulfillment operations onto one connected platform. Instead of relying on spreadsheets and manual coordination, the order-to-dispatch workflow now connects each operational stage directly.

- Sales Order
Orders are captured and moved into the fulfillment workflow.
- Inventory Allocation
Available stock is allocated with visibility across locations.
- Pick List
Warehouse teams work from unified pick lists linked to the order.
- Delivery & Dispatch
Delivery challans are generated from the fulfillment workflow before dispatch.

Outcomes

Operational visibility across inventory, warehouse, and dispatch

Live Inventory Visibility

Stock levels are visible across locations.

Automated Delivery Challans

Delivery challans are generated as part of the fulfillment workflow.



What Changed

- Reduced inventory mismatches through automated reconciliation
- Faster order-to-dispatch processing
- Improved warehouse coordination through unified pick lists and dispatch workflows
- Centralized procurement and fulfillment workflows
- Reduced dependency on spreadsheets for operational reconciliation