



# FMCG – AI ERP TicketingOS

East African Lion Brands · Ethio-Asian Industries · Cosmar East African Business

Production planning · Batch traceability · Distribution · Multi-currency (ETB/USD)

## Key ERP Requirements (FMCG)

- **Production planning** – MRP, BOM, capacity planning for multiple manufacturing lines
- **Batch traceability** – From raw material to finished goods, recall readiness
- **Distribution management** – Route planning, distributor orders, secondary sales
- **Sales CRM** – Lead to cash, trade promotion management
- **Multi-currency** – Ethiopian Birr (ETB) and USD for export/import transactions

## FMCG Master Execution Flow (ID + Progress)

ID	Process	Activity	Progress %
1001	Sales Order	Customer PO (local/export)	5
1002	Production Planning	MRP run, batch scheduling	10
1003	Raw Material Procurement	PO to suppliers (local/import)	15

ID	Process	Activity	Progress %
1004	Quality Control (Inward)	RM testing, batch/lot creation	20
1005	Manufacturing	Blending / filling / packing	40
1006	In-process QC	Batch sampling, weight check	45
1007	Finished Goods Packing	Barcode labelling, case packing	55
1008	Warehouse Storage	FEFO allocation, expiry tracking	60
1009	Distribution Order	Pick, pack, load truck	70
1010	Logistics & Dispatch	Route optimisation, AWB	80
1011	Delivery & POD	Distributor signature, invoice	90
1012	Multi-currency Settlement	ETB/USD payment, forex reconciliation	100

## Payment & Billing (Multi-currency)

Stage	Release Condition	Currency	% Payment
Export order confirmation	Proforma invoice accepted	USD	30% advance
Production completion	Batch QC passed	USD	30%
Dispatch from factory	Bill of lading / AWB	USD	30%

Stage	Release Condition	Currency	% Payment
Delivery & customs clearance	POD + import docs	USD	10%
Local distributor sale	Goods receipt at warehouse	ETB	100% within 15 days

## AI Automation for FMCG

**Batch traceability AI** – QR code on each pack → consumer scans to see source, expiry, lab test

**Demand forecasting** – ML based on historical sales + seasonality → auto production plan

**Route optimisation** – Real-time traffic + distributor location → reduces transport cost 15%

**Multi-currency auto reconciliation** – Bank feed + forex rate API → automatic ETB/USD booking

## ERP Modules

Production (MRP/BOM)

Quality & Batch traceability


Warehouse (FEFO)

Distribution TMS

Sales CRM (trade promotions)

Finance (multi-currency, ETB/USD)

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 AI ERP TicketingOS – FMCG for East African subsidiaries. Print to PDF → Save as PDF.