

Transforming Dealer Portal Solution for a Leading Green Loan Provider

Our client is your partner on the journey to going green. They support individuals and small businesses in making environmentally friendly choices and striving for a sustainable future. Whether you're looking to purchase a 2 or 3-wheeler EV, solarize your home or business, or obtain a loan for a green enterprise, our client is here to help! With a team of domain experts, they offer safe and fast green loans along with a wide range of eco-friendly products.

Business Challenge

Currently, the onboarding, registration and analytics processes for dealers are handled manually. This manual approach results in delays in receiving necessary paperwork, approvals and other crucial factors.

Skillmine Solution

The screenshot displays a web-based onboarding form for a dealer portal. At the top, a progress bar shows six steps: 'Entry Details', 'Product Details', 'Director's Details', 'Bank Account', 'Additional Documents', and 'OEM Registration'. The first four steps are marked with green checkmarks, while the fifth is marked with a green circle containing a checkmark, and the sixth is marked with a green circle containing a cross. Below the progress bar, the form is divided into sections for 'Company Details', 'Product Details', 'Director's Details', 'Bank Details', and 'Additional Documents'. Each section has a progress indicator (a green circle with a checkmark or a green circle with a cross) and a right arrow. The 'Additional Documents' section is currently active, showing a list of required documents: 'PAN Card', 'Aadhaar Card', 'Account Statement', and 'Passport'. Each document has a 'Drag & Drop or Choose File' button and a 'No upload' status. A 'Save & Proceed' button is located at the bottom right of the form.

In our nation, many dealers assist the public and large corporations in applying for loans for their dream vehicles, including EV 2-wheelers, EV 3-wheelers, RTS and SMEs. However, the manual tasks involved in these processes cause delays. To address this, we developed a website called the Dealer Portal. This portal allows registered dealers to apply for loans and track the progress quickly and efficiently.

Benefits

MarineTech Solutions partnered with our Tech Team that specializes in predictive maintenance for industrial equipment. The solution involved the following components:

1

Performance Feedback: The portal can collect and provide feedback on customer experiences and channel performance across all partners. This feedback can be used to adjust the business's partner strategy and execution intelligently.

2

Sales Channel: A partner portal helps build a scalable sales channel for local and international markets, activates additional distributors, and increases the visibility of products and brands, leading to increased sales.

3

Customer Support: Enabling partners to log service requests on behalf of customers can increase customer satisfaction.

4

Partner Engagement: Simplifying access to training and technical information supports partner engagement and reduces errors.

5

Partner Productivity: Streamlining processes for partners reduces administrative overhead for both the supplier and the partner.

6

Analytics: Detailed analytics reports help affiliates identify areas for improvement, leading to more revenue opportunities for both the business and the affiliate.

For more information
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