

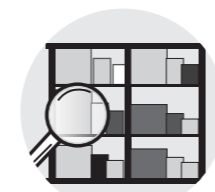


TRANSCENDING DIVERSITY

An initiative of Profuids Consulting



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Stock Audits



Retail & Service Audits



Mystery Shopping



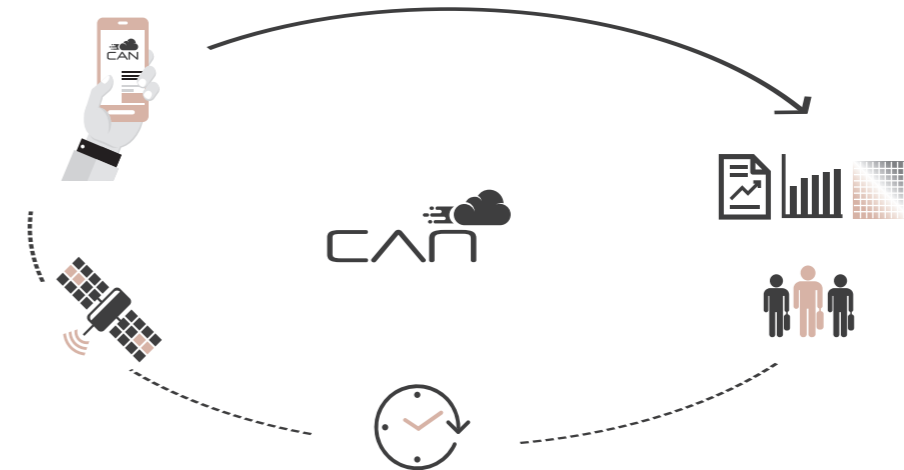


## Warehousing

How a simultaneous Pan India audit enhances accuracy & hygiene?



CAN or Cloud Audit Network is a structured audit executed simultaneously at multi-locations across the country and delivered in a user-friendly manner at an impressive turn-around-time (36 hours). The contents of the report meet the diverse requirements of CEO, CFO, business heads of marketing, sales, CRM, logistics, HR & compliance, and Audit committee/board.



CAN works through a proprietary “Auditing App” specially designed for efficiently conducting branch / depot audits and audit of COCO/COFO retail outlets, in a very short span of time and at low cost.

The entire audit observations are recorded in real time on the “CAN” app by the auditors, which are later uploaded on the cloud server. Once the entire audit exercise is over, the audit report is automatically generated in “electronic form” and the concerned “Functional Heads” of the client company can access the e-audit reports on their mobile phones after downloading the “CAN” app.

The big picture is narrowed down graphically where a mere glance gives the health of key parameters like profitability, serviceability, inventory control, deviations on controls/governance and many more.

## Behind CAN

“CAN” is an offering from Profajds Consulting, a boutique advisory firm specializing in Risk and Management Audits, comprising Multi-Professionals and functional experts

Profajds Consulting has 20 years standing with the pan-India presence and its roster of clients include marquee corporate groups and listed companies across industry verticals. Over the years, Profajds Consulting has developed many proprietary auditing methodologies and procedures and the outcomes emanating from that have impressed many clients all over India. This expertise has come to bear on the “CAN” app and “Cloud Technology” offered.

## Team CAN

CAN has a panel of experts in retail audit, risk management and mystery shopping. To achieve uniform delivery in a cost effective way, CAN engages dedicated professionals located across India.



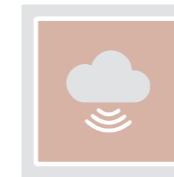
## Dealership

How to standardize processes across your dealership network?

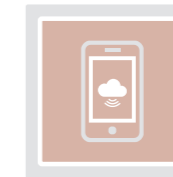


Nodal division of the country in to 5 nodes covering all states and top 100 cities.

Each node has a knowledge centre where associates are trained & groomed for consistency as per CAN standards.



The structured audit process and metrics is centrally captured on the Cloud Server and delivered to the associates' mobile devices at the designated time and location matching GPS of client locations and consultant to ensure audit is indeed done on the location.



The audit & mystery shopping process is executed through the CAN mobile app at the end of-the-day and the assessment is uploaded to the Cloud by CAN associates across the country.



The software processes above data per defined metrics in compliance with the standards and highlights variations and delivers reports Graphically for all locations/ function/ analyzing key parameter in 24/36 hours time.

## SERVICES OFFERED

### Stock Audits

Backed by two decades of experience in multiple industry segments, CAN provides exemplary comfort and control over inventory starting from accurate reporting of stock, documentation of movements, 100% physical verification to help reduce/prevent stock leakages through lost, theft, erroneous dispatches.

### Retail Audits

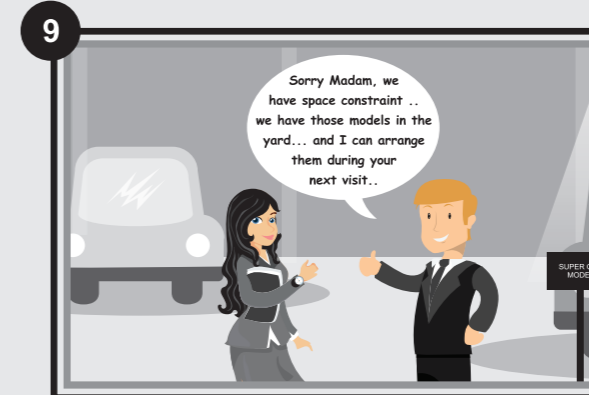
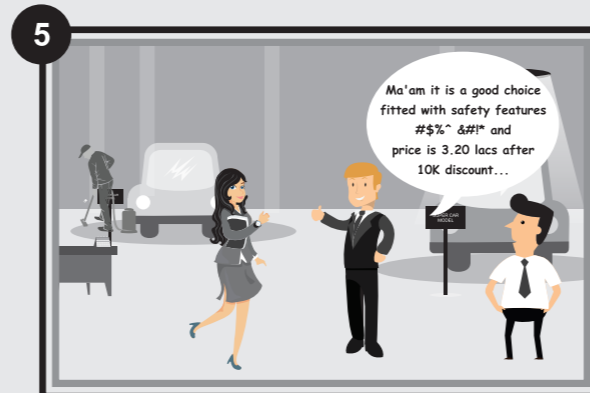
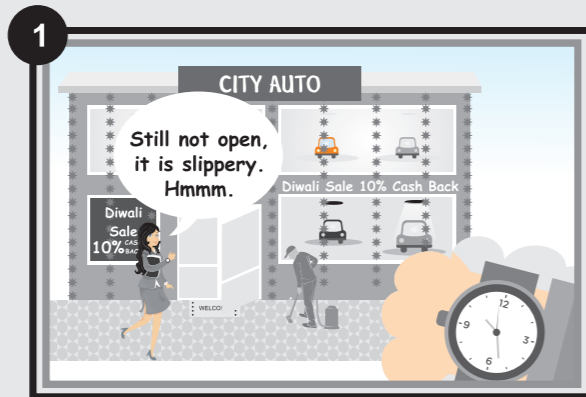
Businesses that have franchisee partners and Retail chain invest heavily in Branding, Merchandising, Inventory and People. The expectation is infrastructure well maintained, while responding optimally to consumer requirements as per the set uniform standards.

Retail and Service Audits ensure strict compliance with expected norms to protect client's brand, image and enhance consumer experience, and to increase referrals to boost the sales.

### Mystery Shopping

It is one thing to set high standards in one's own business locations and it is altogether a game changer if the same high standards could be standardized and replicated across the channel spread over multi locations that are managed by multiple franchisees.

Mystery Shopping relentlessly show cases overall customer experience and franchisee response and compliance to build scalable and successful businesses.



KEY TAKE AWAY

1. No compliance to time or upkeep of premises, budget on Diwali mela seem to be not spent fully.
2. Salesmen not attentive and well groomed.
4. The salesman has little knowledge of the product
5. The Senior has to intervene to provide even basic details
6. They are holding back on discounts, ripping customers if not well informed..
7. Required variant like MT of test drive cars that sell in more numbers not available
9. Dealership has not kept minimum inventory, to exhibit to the customer
10. The salesmen haven't taken customer info and not enthusiastic to close the deal.



**Retail** How Mystery Shopping can evaluate your standards and build a scalable business model?

## Industries that would benefit from "CAN"

Businesses with Pan India presence with Multi-locations, either Company/ Franchise operated under the following business categories are chosen for specialization to address best in class controls, process and governance standards.

- FMCG (Consumer Non-durables)
- Consumer Durables viz. Home Appliances, Cell Phones, Computers/Office Equipment, etc.
- Retail, Super Market Chains
- Restaurant/ Coffee Shop Chains (QSR)
- Automotive Dealership, Service Centers
- Service Providers

"CAN" has a tailor made variant for auditing branches of NBFCs and MFIs.

## Illustration of Scope

An Illustration of scope of engagement for typical FMCG/Retail Chain audit.

- Inventory verification and management controls
- Branch/Warehouse operations- Inward, Dispatch, Banking efficiency
- Audit of service levels, Upkeep and Maintenance
- Compliance, Ethical conduct w.r.t pricing, passing on discounts etc
- Schemes, Promotional activities, Claims
- HR- skill sets, attitude of personnel, Committed team strength
- Safety and Statutory Compliance

## Client Advantage

'CAN' centrally executes the audit process, under single superior methodology, developed by the domain experts, perfected through consultations with the clients.

- Quick coverage of extensive Branch network-Pan India Audit in one or two days and delivery of structured reports in 24hrs.
- Audit process, check points customized to client needs.
- Low cost due to engagement of Partners Pan India close to Client location.
- Systematic audit procedures featured in the app ensures that all areas to be covered during an audit are addressed.

## Why Can

With a combination of good and optimum service, provided uniformly across the country, CAN points out the weaknesses in the various branches of an organization. It enables an organization to deliver effective services and satisfaction to customers, keeping in mind the benefit of all the stakeholders involved.

The other significant advantage is minimal travel and stay cost as execution happens through locally trained CAN resources.

To sum up, CAN helps clients achieve their goals in Service Delivery, Product Delivery and Customer Satisfaction and enhance client's image, market share and profitability.

- ☛ Patented simultaneous audits across various locations
- ☛ Cost-effectiveness, Accuracy & Uniformity (>90%)
- ☛ Cloud Auditing for Instantaneous structured reports
- ☛ Quick decision making without loss of time
- ☛ Fiercely Independent & Transparent
- ☛ Call Centre for Customer support

## Associate Advantage

CAN associates are young professionals in financial consulting, startup consulting firms, existing ambitious firms with a drive to scale up and the right attitude. They work from virtual office with access to high-speed internet and mobile devices.

Each associate dedicates 5 to 10 resources, who will be trained on the CAN methodology relating to knowledge content, client specific needs, use of technology to deliver uniform results regardless of the geography or the associate in charge. CAN associates enjoy a wider scope for opportunities and working for reputed firms, while staying in their comfort zone.

## Would you like to Partner with CAN ?

Please register on our Website.



**Hospitality** How to gauge customer experience and improve referrals?