



Procurement Management Solution

Increase visibility into your supply chain & reduce cost



Agenda

1. Challenges in Hospital Procurement Management

2. Proposed Solution

- Procurement & Inventory Management Solution (VMI)
- Benefits of Atalink Solution
- Solution Implementation

3. About Atalink

- Atalink Mission
- The Unified Supply Chain Management Platform
- Typical Customer

A wide-angle photograph of a modern hospital ward. The room is brightly lit with recessed ceiling lights. Several hospital beds with white linens and pillows are arranged in rows. Medical equipment, including monitors and IV stands, is visible. The floor is highly reflective, showing the beds and lights. The overall atmosphere is clean and professional.

1

Challenges in Hospital Procurement Management

Challenges in Hospital Procurement Management

Constant pressure to procure medical supplies and equipment — ensuring the right products, in the right quantity, at the right time, with optimal quality and at the best possible cost

Management / Process	Cost / Pricing	Supplier	Time
<ul style="list-style-type: none">◉ No unified procurement plan to forecast costs & secure supply sources◉ Fragmented procurement processes across the organization◉ Excessive paperwork in purchasing activities◉ Inaccurate data on product catalogues, purchase orders, suppliers, payments, etc.◉ Inefficient inventory control, leading to expiry risks and contract lapses◉ Inconsistent procurement procedures across suppliers & departments	<ul style="list-style-type: none">◉ High procurement costs due to weak supplier negotiation and limited supplier diversity◉ Frequent hidden / unforeseen costs during procurement processes	<ul style="list-style-type: none">◉ Difficulty in sourcing & building a reliable supplier base◉ Lack of centralized & secure supplier management tools◉ Insufficient supplier evaluation criteria, making it hard to optimize supplier selection	<ul style="list-style-type: none">◉ Delays in procurement process

Key Challenges



Ensure **the right product, right quantity, right time** in medical supply for patient care



High procurement costs



Difficulties in managing and building supplier relationships



Dependence on human resources and a limited supplier base

2 Proposed Solution





ATALINK PROCUREMENT MANAGEMENT SOLUTION

Increase visibility into your supply chain & reduce cost

Atalink facilitates effective procurement management for businesses, covering tasks from **searching, comparing and selecting products and suppliers** to **order processing, inventory control, payment progress and liabilities, incoming invoices management**; combined with a robust reporting analysis and decision support system

- Information is consistently updated across functional departments **and with Suppliers**
- Enhance procurement efficiency
- Facilitate the establishment and nurturing of close relationships with suppliers



BENEFITS OF IMPLEMENTING THE ATALINK PROCUREMENT MANAGEMENT SOLUTION



32%

The performance of the enterprise's supply team and with Suppliers



10%

Operating costs

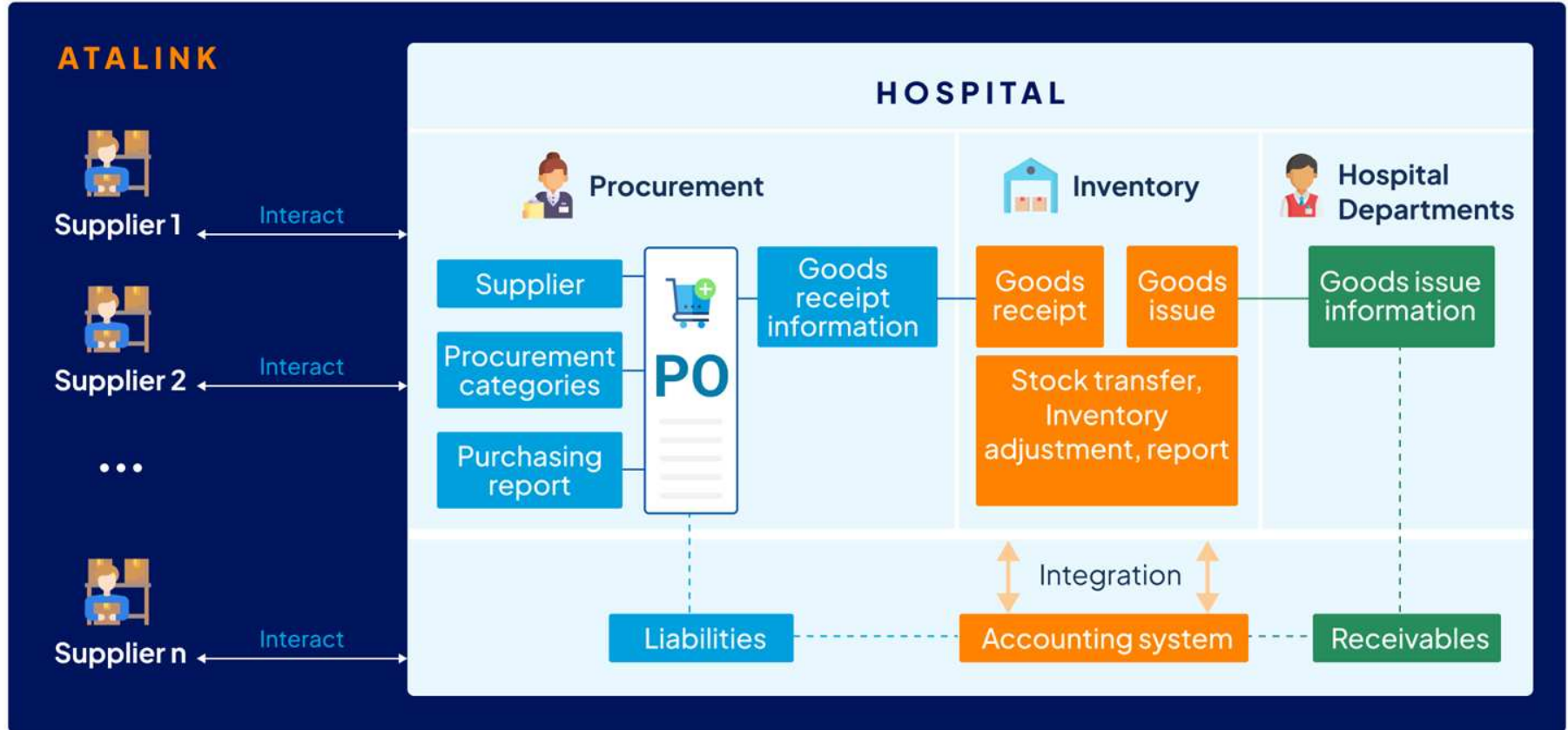
80%

Reporting time

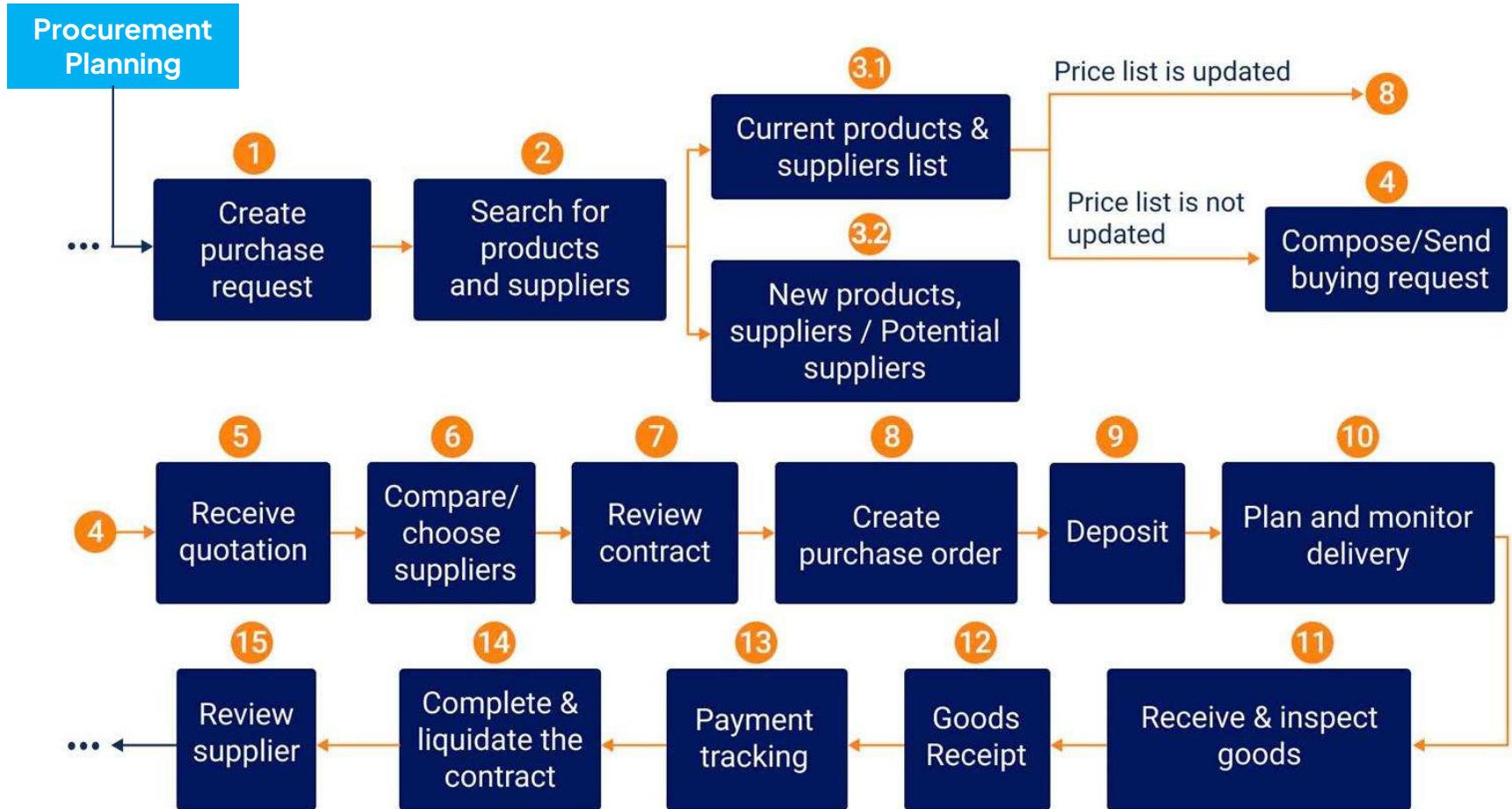
- Ensure the right product, right quantity, right time in medical supply
- Enhance procurement capabilities
- Expand and manage supplier networks effectively

- Reduce purchasing costs
- Optimize inventory turnover, expiry control and stock levels
- Enjoy unlimited benefits and support features from Atalink

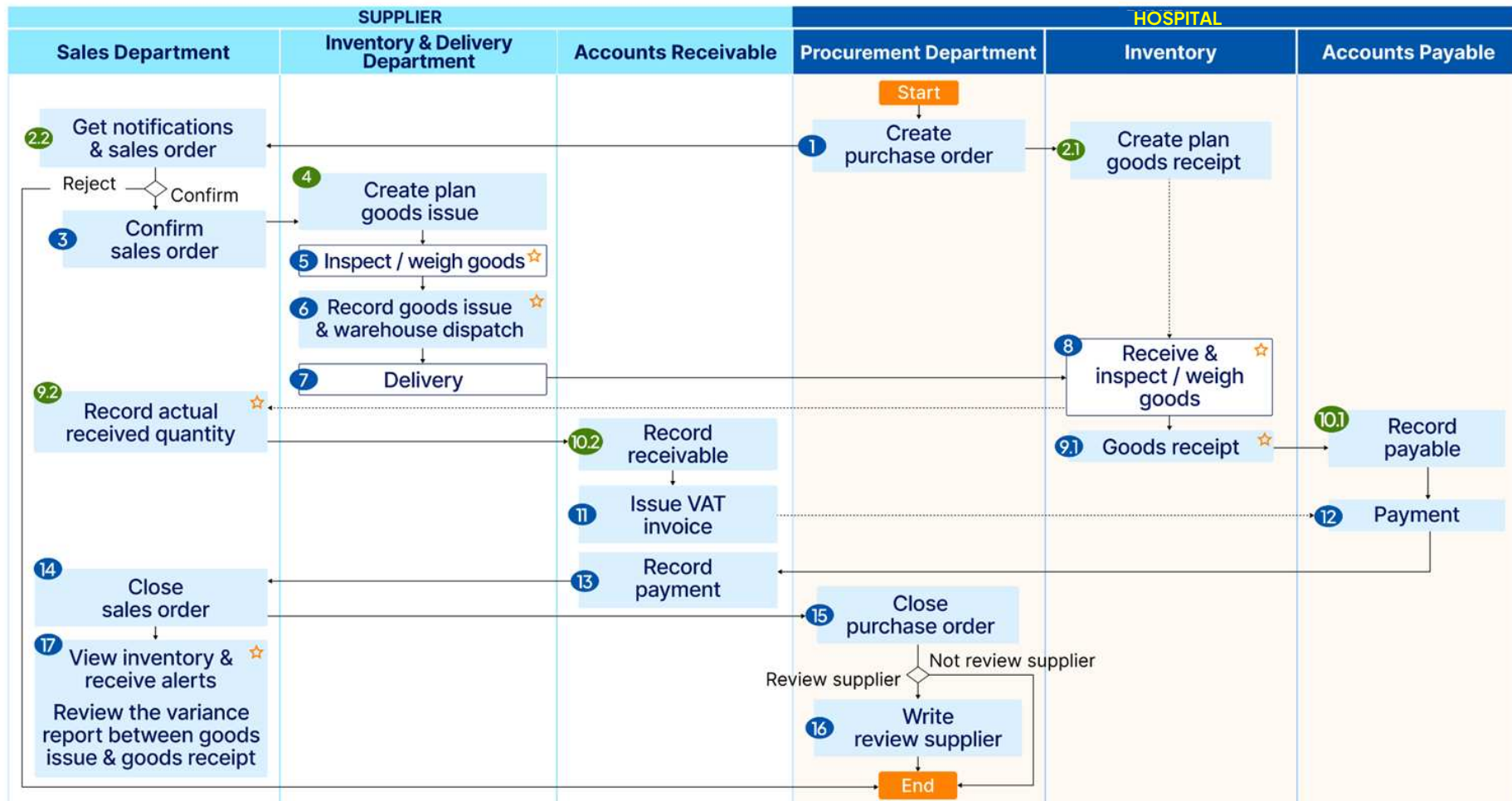
Hospital Procurement Model on ATALINK



Hospital Procurement Process on ATALINK



INTERACT WITHIN YOUR COMPANY AND WITH TRADING PARTNERS IN 1 UNIQUE PLATFORM



Business Challenges Addressed by the ATALINK Solution

Challenges	Atalink's Solution	Stakeholders	
		Hospital	Supplier
Procurement Categories Management	<ul style="list-style-type: none"> Standardized to international standards Multi-level management with flexible units of measurement (UOM) Synchronized transaction data across all parties 	✓	✓
Procurement planning	<ul style="list-style-type: none"> Enable departments to simultaneously create purchase requests Consolidate requests into a centralized procurement plan Facilitate easy tracking and management of procurement activities 	✓	
Supplier Management	<ul style="list-style-type: none"> Real-time interaction with Suppliers Manage supplier transaction lists and statuses based on multiple criteria Centralized and secure management of negotiation and transaction history with Suppliers Build, maintain, and expand sustainable relationships with Suppliers 	✓	
Price Optimization & Fast Procurement	<ul style="list-style-type: none"> Quickly create and send Buying Requests to both existing and potential Suppliers for competitive pricing 	✓	
Purchase Order Management	<ul style="list-style-type: none"> Create purchase orders directly for suppliers 24/7 on the Atalink system Flexible user permissions for procurement teams Monitor and closely manage the progress of purchase order fulfillment 	✓	

Business Challenges Addressed by the ATALINK Solution

Challenges	Atalink's Solution	Stakeholders	
		Hospital	Supplier
Payment / Liabilities Management	<ul style="list-style-type: none"> Real-time reference of payments and outstanding balances on purchase orders 	✓	✓
Incoming Invoice Management	<ul style="list-style-type: none"> Simplified processing of incoming invoices 	✓	
Inventory Management	<ul style="list-style-type: none"> Inventory management across multiple devices, available 24/7 Real-time stock balance sheet updates Effective stock level forecasting Alert system for near-expiry stock, real-time stock discrepancies, and forecasting stock level violations 	✓	✓
Procurement Dashboard	<ul style="list-style-type: none"> Procurement reports enabling detailed tracking of procurement costs and performance Support timely, data-driven decision-making with real-time insights 	✓	
Supplier Review	<ul style="list-style-type: none"> Flexibly define evaluation criteria to classify and assess Suppliers Optimize supplier selection based on buyer feedback and available credit risk scores in the system 	✓	✓

Proposed Overall Feature List for Hospital

Procurement Management

Procurement

- Procurement categories management
- Procurement catalog management

Transactions

- Procurement planning
- Buying request
- Supplier evaluation (based on customer feedback and credit risk scoring ...)
- Purchase order management
- Return purchase order management
- Incoming invoice management

Supplier

- Supplier management
- Received sales offers
- Supplier review

Statistical reports

- Procurement dashboard
- Procurement reports
- Supplier payables reports

Inventory Management

Setting

- Warehouses
- Warehouse structure: Area / shelf / cell...
- Minimum inventory
- Inventory control principles: FIFO / FEFO / LIFO

Manage goods in warehouse

- Lots management
 - Expiration date
 - Alert date
 - Best before date
 - Remove date
- Stock condition status (OK / QC / NG)

Inventory operations

- Goods receipt
- Goods issue
- Warehouse transfer
- Inventory adjustment
- Scan barcode on Mobile app for inventory operations

Statistical reports

- Inventory report
- Forecast inventory report

Payment & Accounts Payable Management

Accounts Payable

- Supplier payables

Payment

- Incoming invoice management
- Payment to suppliers

Statistical reports

- Accounts payable reports

Proposed Overall Feature List for Hospital's Suppliers

Sales Management

Product

- Product categories management
- Product management

Transactions

- Sales order management with Hospital
- Return order management with Hospital

Sales setting

- Set up sales price list

Statistical reports

- Sales dashboard
- Sales / revenue reports

Inventory Management

Setting

- Warehouses
- Minimum inventory

Manage goods in warehouse

- Lots management
- Expiration date
- Alert date
- Best before date
- Remove date

Inventory operations

- Goods receipt / goods issue
- Warehouse transfer
- Inventory adjustment

Statistical reports

- Inventory report
- Forecast inventory report

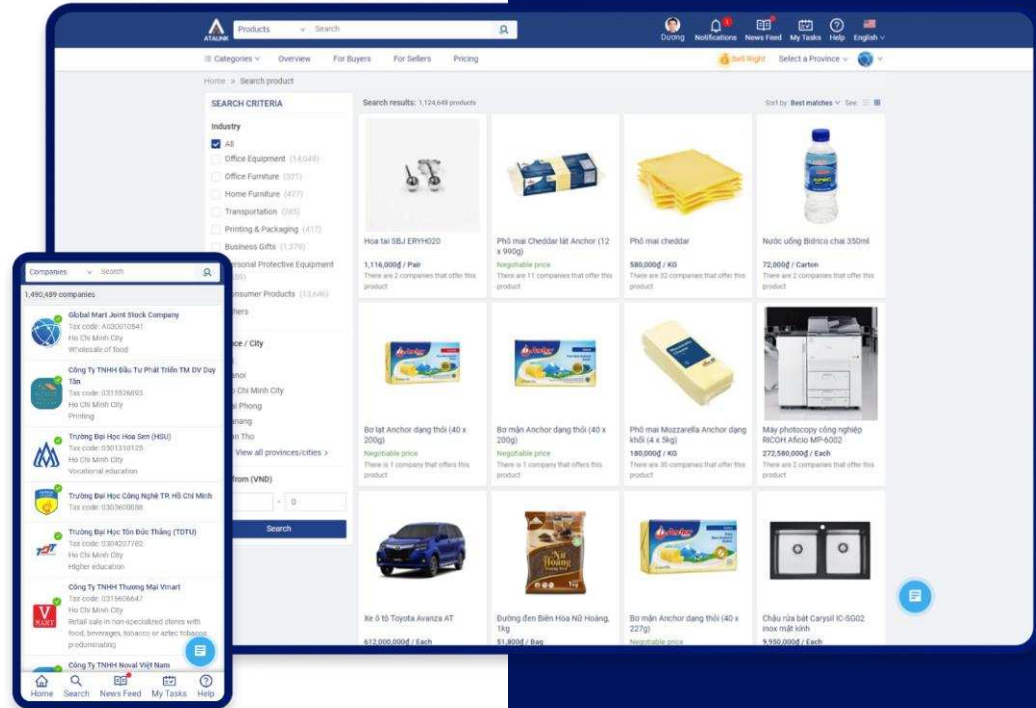
Payment & Accounts Receivable Management

- Payment & accounts receivable management with Hospital

Note: Supplier features are designed exclusively for procurement-related activities with the Hospital.

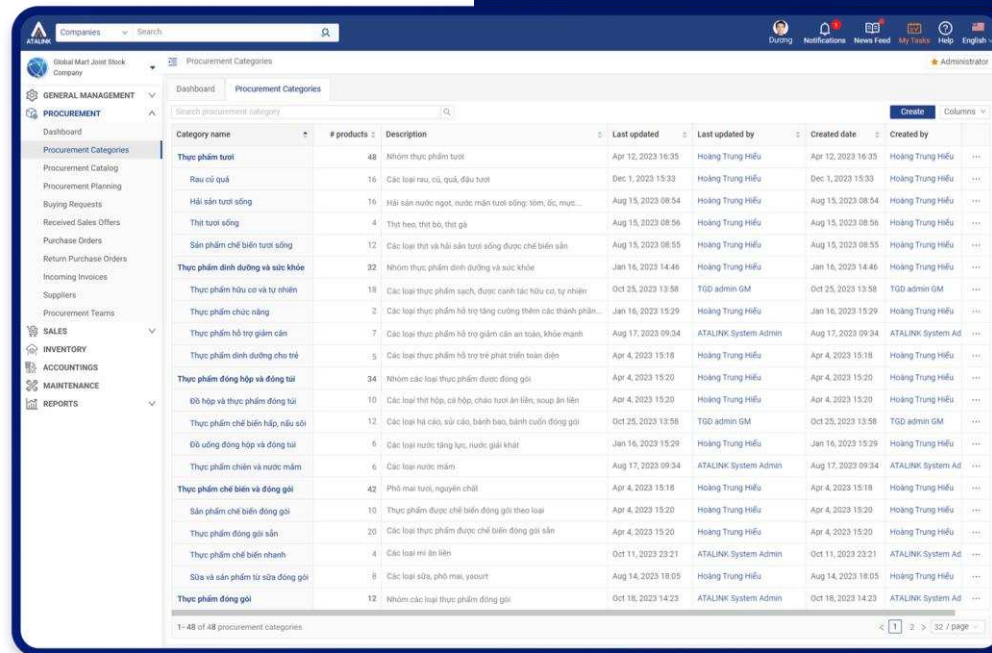
1,000,000+ PRODUCTS & 800,000+ ENTERPRISES

- The optimal choice for your businesses with standardized master data of over 1 million products & 800,000 suppliers
- Purchase product quickly at the best price
- Synchronize transaction data
- Mitigate procurement risks



PROCUREMENT CATEGORIES MANAGEMENT

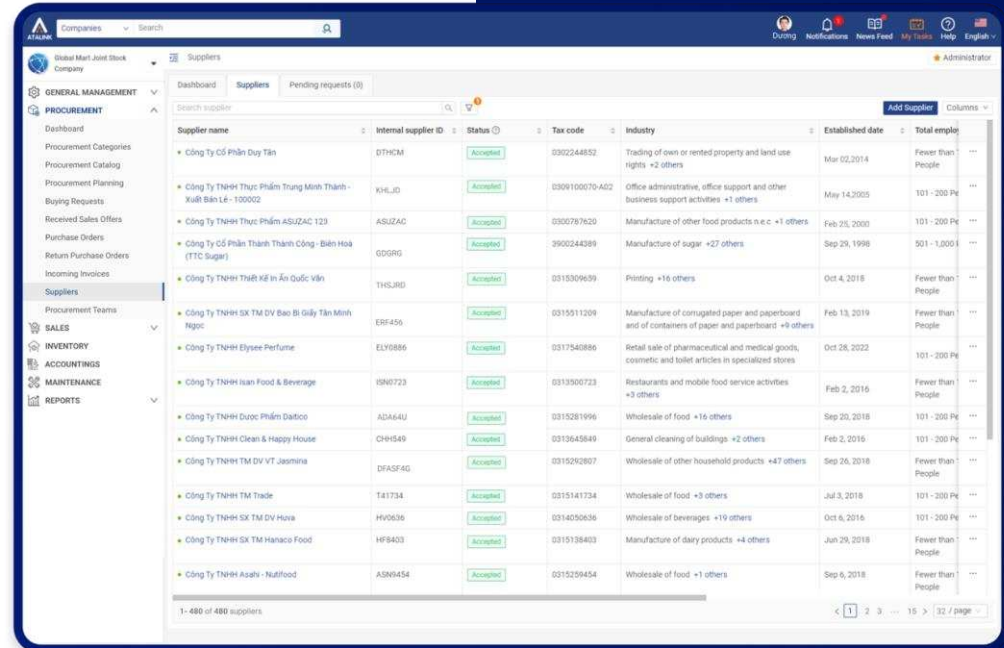
- Atalink procurement categories management is standardized according to international standards
- Manage procurement categories at multiple levels simply and conveniently
- Optimize procurement costs
- Contribute to increasing the company's sales



Category name	# products	Description	Last updated	Last updated by	Created date	Created by
Thực phẩm tươi	48	Nhóm thực phẩm tươi	Apr 12, 2023 16:35	Hoàng Trung Hiếu	Apr 12, 2023 16:35	Hoàng Trung Hiếu
Rau củ quả	16	Các loại rau, củ, quả, đậu tươi	Dec 1, 2023 15:33	Hoàng Trung Hiếu	Dec 1, 2023 15:33	Hoàng Trung Hiếu
Hải sản tươi sống	16	Hải sản nước ngọt, nước mặn tươi sống: tôm, ốc, mực...	Aug 15, 2023 08:54	Hoàng Trung Hiếu	Aug 15, 2023 08:54	Hoàng Trung Hiếu
Thịt tươi sống	4	Thịt heo, thịt bò, thịt gà	Aug 15, 2023 08:56	Hoàng Trung Hiếu	Aug 15, 2023 08:56	Hoàng Trung Hiếu
Sản phẩm chế biến tươi sống	12	Các loại thịt và hải sản tươi sống được chế biến sẵn	Aug 15, 2023 08:55	Hoàng Trung Hiếu	Aug 15, 2023 08:55	Hoàng Trung Hiếu
Thực phẩm dinh dưỡng và sức khỏe	32	Nhóm thực phẩm dinh dưỡng và sức khỏe	Jan 16, 2023 14:46	Hoàng Trung Hiếu	Jan 16, 2023 14:46	Hoàng Trung Hiếu
Thực phẩm hữu cơ và tự nhiên	18	Các loại thực phẩm sạch, được canh tác hữu cơ, tự nhiên	Oct 25, 2023 13:58	TGD admin GM	Oct 25, 2023 13:58	TGD admin GM
Thực phẩm chức năng	2	Các loại thực phẩm hỗ trợ tăng cường thêm các thành phần...	Jan 16, 2023 15:29	Hoàng Trung Hiếu	Jan 16, 2023 15:29	Hoàng Trung Hiếu
Thực phẩm hỗ trợ giảm cân	7	Các loại thực phẩm hỗ trợ giảm cân an toàn, khỏe mạnh	Aug 17, 2023 09:34	ATALINK System Admin	Aug 17, 2023 09:34	ATALINK System Ad
Thực phẩm dinh dưỡng cho trẻ	5	Các loại thực phẩm hỗ trợ trẻ phát triển toàn diện	Apr 4, 2023 15:18	Hoàng Trung Hiếu	Apr 4, 2023 15:18	Hoàng Trung Hiếu
Thực phẩm đông hộp và đông túi	34	Nhóm các loại thực phẩm được đông gói	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Bò hộp và thực phẩm đông túi	10	Các loại thịt hộp, cá hộp, cháo tươi ăn liền, soup ăn liền	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Thực phẩm chế biến hộp, nấu sôi	12	Các loại hải sản, súp, canh, bánh cuốn đông gói	Oct 25, 2023 13:58	TGD admin GM	Oct 25, 2023 13:58	TGD admin GM
Bò uống đông hộp và đông túi	6	Các loại nước tăng lực, nước giải khát	Jan 16, 2023 15:29	Hoàng Trung Hiếu	Jan 16, 2023 15:29	Hoàng Trung Hiếu
Thực phẩm chiên và nước mắm	6	Các loại nước mắm	Aug 17, 2023 09:34	ATALINK System Admin	Aug 17, 2023 09:34	ATALINK System Ad
Thực phẩm chế biến và đông gói	42	Phở tươi, nguyên chất	Apr 4, 2023 15:18	Hoàng Trung Hiếu	Apr 4, 2023 15:18	Hoàng Trung Hiếu
Sản phẩm chế biến đông gói	10	Thực phẩm được chế biến đông gói theo loại	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Thực phẩm đông gói sẵn	20	Các loại thực phẩm được chế biến đông gói sẵn	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Thực phẩm chế biến nhanh	4	Các loại mì ăn liền	Oct 11, 2023 23:21	ATALINK System Admin	Oct 11, 2023 23:21	ATALINK System Ad
Sữa và sản phẩm từ sữa đông gói	8	Các loại sữa, phô mai, yaourt	Aug 14, 2023 18:05	Hoàng Trung Hiếu	Aug 14, 2023 18:05	Hoàng Trung Hiếu
Thực phẩm đông gói	12	Nhóm các loại thực phẩm đông gói	Oct 18, 2023 14:23	ATALINK System Admin	Oct 18, 2023 14:23	ATALINK System Ad

SUPPLIERS MANAGEMENT

- Establish & maintain sustainable relationships with suppliers in an efficient manner
- Manage the list & trading status with suppliers based on multiple criteria
- Interact with suppliers online in real-time
- Manage negotiations & transactions history with suppliers centrally and safely

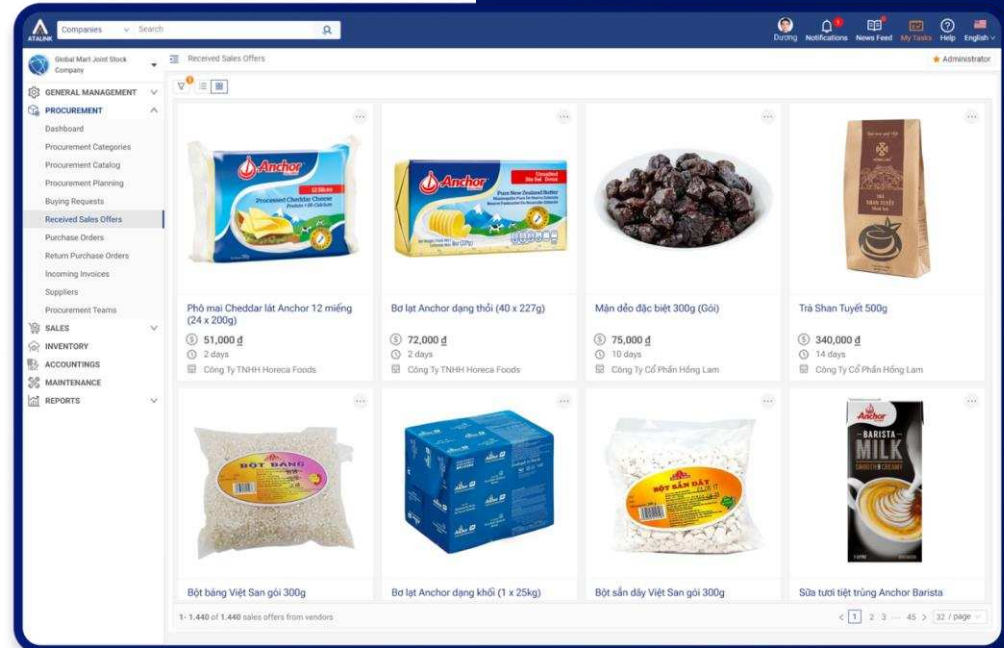


The screenshot displays a web application for supplier management. The interface includes a sidebar with navigation menus for General Management, Procurement, Sales, Inventory, Accounting, Maintenance, and Reports. The main content area shows a table of suppliers with the following columns: Supplier name, Internal supplier ID, Status, Tax code, Industry, Established date, and Total employees. The table lists 15 suppliers, all with a status of 'Accepted'. The bottom of the page indicates there are 1-480 of 480 suppliers and shows pagination controls for 15 items per page.

Supplier name	Internal supplier ID	Status	Tax code	Industry	Established date	Total employees
Công Ty Cổ Phần Duy Tân	DTHCM	Accepted	0302244852	Trading of own or rented property and land use rights +2 others	Mar 02, 2014	Fewer than 100
Công Ty TNHH Thực Phẩm Trung Minh Thành - Xuất Bán Lẻ - 100002	KHL_ID	Accepted	0309100070-AS2	Office administrative, office support and other business support activities +1 others	May 14, 2005	101 - 200 People
Công Ty TNHH Thực Phẩm ASUZAC 123	ASUZAC	Accepted	0300787620	Manufacture of other food products n.e.c. +1 others	Feb 25, 2000	101 - 200 People
Công Ty Cổ Phần Thành Thành Công - Biên Hòa (TTC Sugar)	GDGRG	Accepted	3900244389	Manufacture of sugar +27 others	Sep 29, 1998	501 - 1,000 People
Công Ty TNHH Thiết Kế In Ấn Quốc Việt	THS_RG	Accepted	0315309639	Printing +16 others	Oct 4, 2018	Fewer than 100
Công Ty TNHH SX TM DV Bao Bì Giấy Tân Minh Ngọc	EBF456	Accepted	0315511209	Manufacture of corrugated paper and paperboard and of containers of paper and paperboard +9 others	Feb 13, 2019	Fewer than 100
Công Ty TNHH Elysée Perfume	ELY6886	Accepted	0317540886	Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	Oct 28, 2022	101 - 200 People
Công Ty TNHH Iwan Food & Beverage	INW723	Accepted	0313300723	Restaurants and mobile food service activities +3 others	Feb 2, 2016	Fewer than 100
Công Ty TNHH Dược Phẩm Đạtco	ADA64J	Accepted	0315281996	Wholesale of food +16 others	Sep 20, 2018	101 - 200 People
Công Ty TNHH Clean & Happy House	CHH549	Accepted	0313645849	General cleaning of buildings +2 others	Feb 2, 2016	101 - 200 People
Công Ty TNHH TM DV VT Jasmine	DFASF4G	Accepted	0315262897	Wholesale of other household products +47 others	Sep 26, 2018	Fewer than 100
Công Ty TNHH TM Trade	TAT1734	Accepted	0315141734	Wholesale of food +3 others	Jul 3, 2018	101 - 200 People
Công Ty TNHH SX TM DV Hava	HV0636	Accepted	0314050636	Wholesale of beverages +19 others	Oct 6, 2016	101 - 200 People
Công Ty TNHH SX TM Hanaco Food	HPB403	Accepted	0315138403	Manufacture of dairy products +4 others	Jun 29, 2018	Fewer than 100
Công Ty TNHH Asahi - Nutifood	ASN0454	Accepted	0315259454	Wholesale of food +1 others	Sep 6, 2018	Fewer than 100

RECEIVED SALES OFFERS

- Seize timely "hot deals" from suppliers
- Update the supplier's information on promotional programs & price policy immediately
- Update information on new products on the market immediately
- Expand your purchase options from many potential suppliers



PROCUREMENT PLANNING

- Business departments generate purchasing requisitions concurrently
- An overall Procurement Plan is synthesized by the system and perpetually revised in response to actual purchasing requirements
- Easily manage and oversee the Procurement Plan
- Ensure effective business operations, improve purchasing efficiency, effectively manages costs and mitigate risks

The screenshot displays the 'Create Procurement Plan' window in a software application. The interface includes a sidebar with navigation options like 'GENERAL MANAGEMENT', 'PROCUREMENT', 'SALES', 'INVENTORY', 'ACCOUNTINGS', 'MAINTENANCE', and 'REPORTS'. The main area is titled 'Create Procurement Plan' and contains a table with the following data:

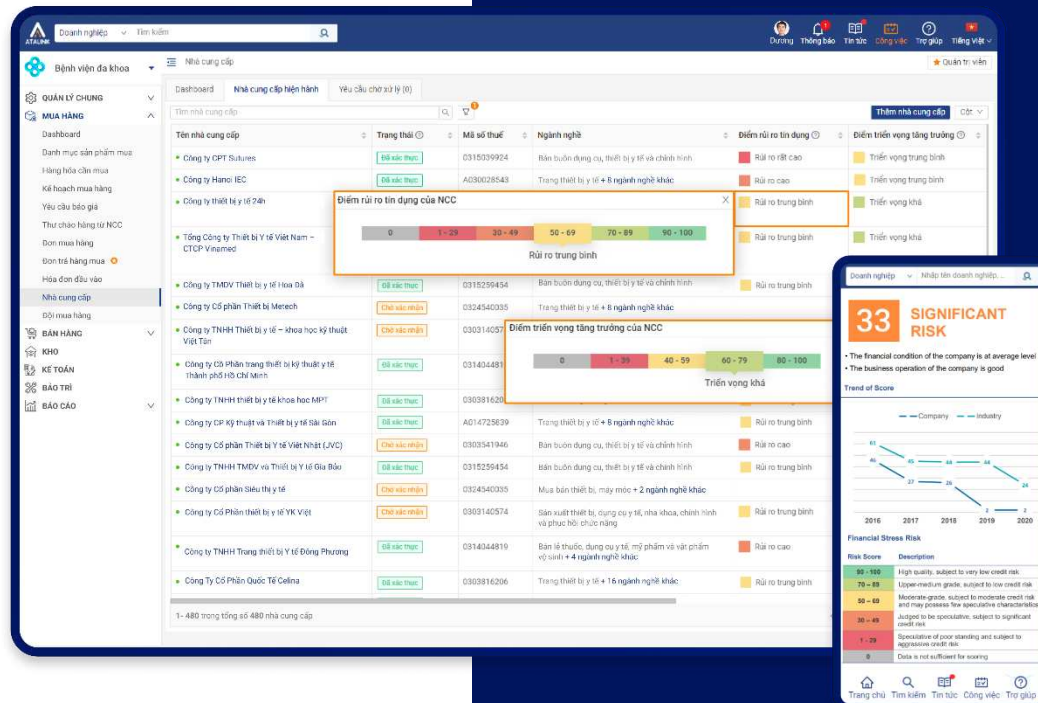
Product code	Product name	Expected purchased quantity	UOM	Unit price	Tax (%)	Total price	Expected supplier
GTGT	Phô mai lát vj ty nhien Anchor 200g	300	Pack	70,000 đ	8 %	21,000,000 đ	Công ty TNHH Bơ sữa Sài Gòn
KTKK CC	Phô Mai Cheddar Anchor 100g	120	Pack	35,000 đ	8 %	4,200,000 đ	Công ty TNHH Bơ sữa Sài Gòn
GBVT	Cream Cheese Anchor 200g	450	Box	40,000 đ	8 %	18,000,000 đ	Công ty TNHH Bơ sữa Sài Gòn
Select specific products							
Find name, product code / service							

Below the table, there is a section for 'Add line' and 'Select products in bulk'. The bottom right corner shows a summary of amounts:

Amount before tax (1):	43,200,000 đ
Tax amount (2):	3,456,000 đ
Backup (3):	4,320,000 đ
Grand total budget (1)+(2)+(3):	50,976,000 đ

ENTERPRISE CREDIT RISK SCORES & ADVANCED FINANCIAL ANALYTICS

- Provide credit risk scores for over 800,000 enterprises on Atalink
- Enable rapid assessment of the financial health of target enterprises
- Access detailed company profiles and comprehensive financial reports
- Offers in-depth insights into enterprise operations, including internal activities, tax liabilities, and operational / legal risks



PURCHASE ORDER MANAGEMENT

- Place purchase orders directly on the Atalink system around all of the time
- Easily track and manage purchase orders status
- Continuous real-time interaction with suppliers on each order
- Data authorization for purchasing officers

PO No.	Order date	Receipt date	Supplier	Total	Status	Invoice No.
PO-A030010541-20240206-002	Feb 6, 2024	Feb 15, 2024	Công Ty Cổ Phần Sài Gòn Food	102,000,000 đ	Submitted	USUC-5-9-00001
PO-A030010541-20240206-001	Feb 6, 2024	Feb 15, 2024	Công Ty Cổ Phần Sài Gòn Food	45,000,000 đ	Submitted	USUC-5-9-00002
PO-A030010541-20240129-003	Jan 29, 2024	Jan 29, 2024	Công Ty Cổ Phần Sài Gòn Food	1,308,4380 đ	Submitted	PHAKK-2-4-00005
PO-A030010541-20231227-002	Dec 27, 2023	Dec 27, 2023	Công Ty Cổ Phần Sài Gòn Food	60,800,000 đ	Submitted	USUC-5-9-00003
PO-A030010541-20240129-002	Jan 29, 2024	Jan 29, 2024	Công Ty Cổ Phần Sài Gòn Food	30,000,000 đ	Submitted	AZDWE-2-9-00012
PO-A030010541-20240129-001	Jan 29, 2024	Jan 29, 2024	Công Ty Cổ Phần Sài Gòn Food	18,000,000 đ	Submitted	USUC-5-11-00001
PO-A030010541-20240115-003	Jan 15, 2024	Jan 15, 2024	Công Ty Cổ Phần Duy Tân	810,000,000 đ	Submitted	SCFWE-2-9-00578
PO-A030010541-20230420-022	Apr 20, 2023	Apr 20, 2023	Công Ty Cổ Phần Duy Tân	5,400,000 đ	Closed	QJAUW-2-2-00056
PO-A030010541-20240119-001	Apr 24, 2023	Apr 24, 2023	Công Ty Cổ Phần Sài Gòn Food	24,000,000 đ	Submitted	KHOH-25-11-00006
PO-A030010541-20230424-002	Apr 24, 2023	Apr 24, 2023	Công Ty Cổ Phần Sài Gòn Food	10,180,944 đ	Closed	SCFWE-2-9-00567
PO-A030010541-20231226-004	Dec 26, 2023	Dec 26, 2023	Công Ty Cổ Phần Công Nghệ ATALINK	9,108,360 đ	Submitted	KHOH-25-11-00001
PO-A030010541-20240109-001	Jan 9, 2024	Jan 9, 2024	Công Ty Cổ Phần Sài Gòn Food	15,480,000 đ	Closed	KHOH-25-11-00001
PO-A030010541-20240115-002	Jan 15, 2024	Jan 18, 2024	Công Ty Cổ Phần Duy Tân	320,156,000 đ	Submitted	KHOH-25-11-00005
PO-A030010541-20240115-001	Jan 15, 2024	Jan 15, 2024	Công Ty Cổ Phần Duy Tân	56,916,000 đ	Submitted	KHOH-25-11-00006
PO-A030010541-20240105-001	Jan 5, 2024	Jan 5, 2024	Công Ty TNHH Asahi - NutFood	5,400,000 đ	Submitted	QJAUW-2-2-00056
PO-A030010541-20231226-002	Dec 26, 2023	Dec 26, 2023	Công Ty Cổ Phần Pure Nature Foods	93,000,000 đ	Closed	USUC-5-11-00001
PO-A030010541-20231211-002	Dec 8, 2023	Dec 8, 2023	Công Ty Cổ Phần Pure Nature Foods	21,500,000 đ	Submitted	KHOH-25-11-00007
PO-A030010541-20240102-001	Jan 2, 2024	Jan 2, 2024	Công Ty Cổ Phần Sài Gòn Food	17,000,000 đ	Submitted	QJAUW-2-2-00057
PO-A030010541-20231227-001	Dec 27, 2023	Dec 27, 2023	Công Ty Cổ Phần Công Nghệ ATALINK	200,000,000 đ	Closed	USUC-5-11-00002
PO-A030010541-20231226-003	Dec 26, 2023	Dec 26, 2023	Công Ty Cổ Phần Sài Gòn Food	21,600,000 đ	Submitted	USUC-5-11-00003
PO-A030010541-20231025-001	Oct 25, 2023	Oct 25, 2023	Công Ty Cổ Phần Sài Gòn Food	99,600,000 đ	Closed	USUC-5-11-00003

1 - 12,898 of 12,898 purchase orders

INVENTORY MANAGEMENT

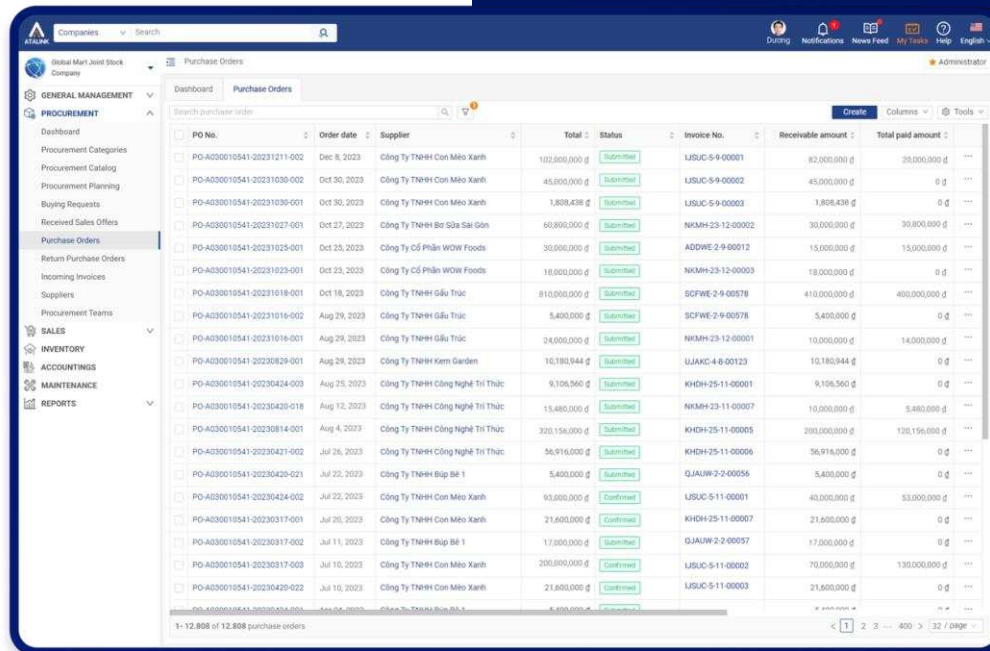
- Inventory management across multiple devices, available 24/7
- Real-time stock balance sheet updates, with forecasted inventory effectively
- Optimize inventory turnover
- Be proactive in supply planning in the distribution system by sharing inventory information

The screenshot shows a web application interface for an inventory management system. The title bar is 'Inventory' with a navigation menu: Overview, Operations, Warehouse Transfers, Inventory Adjustment, Products, Reporting, and Configuration. The user is 'Nguyễn Trọng Dương'. The main report is titled 'Stock Balance Sheet Report' and has tabs for 'Edit', 'Create', and 'Action'. Below the tabs are buttons for 'Load Data', 'Load Data & View Sheet', and 'Print (Excel Template)'. The report is divided into two main sections: 'Stock Balance Sheet' and 'Advance Filters'. The 'Stock Balance Sheet' section includes a table for 'Type Period' (Years, 2024) and a checkbox for 'Include exhausted products'. Below this is a section for 'Warehouses & Locations' with a table listing 'Warehouses' (Kho Miền Nam, Kho Miền Bắc, Kho Miền Trung) and 'Locations' (VH-MNB-Stock, VH-MNB-Stock, VH-MNB-Stock). The 'Stock Balance Sheet' section also includes a table for 'Opening Stock' (Opening Quantity: 58,260.00) and a table for 'Closing Stock' (Closing Quantity: 73,062.00). The 'Advance Filters' section includes a table for 'Stock In' (Total In Quantity: 251,933.00, Purchase Quantity: 205,917.00, Sale Return Quantity: 320.00, Warehouse Transfer In Quantity: 45,680.00, Inventory Adjustment In Quantity: 4.00, Other In Quantity: 12.00) and a table for 'Stock Out' (Total Out Quantity: 237,131.00, Sale Quantity: 198,260.00, Purchase Return Quantity: 504.00, Warehouse Transfer Out Quantity: 38,157.00, Inventory Adjustment Out Quantity: 142.00, Scrap Quantity: 22.00, Other Out Quantity: 46.00).

Stock Balance Sheet	
Type Period	Years
Year	2024
Include exhausted products	
Warehouses & Locations	
Warehouses	Kho Miền Nam Kho Miền Bắc Kho Miền Trung
Locations	VH-MNB-Stock VH-MNB-Stock VH-MNB-Stock
Opening Stock	
Opening Quantity	58,260.00
Closing Stock	
Closing Quantity	73,062.00
Stock In	
Total In Quantity	251,933.00
Purchase Quantity	205,917.00
Sale Return Quantity	320.00
Warehouse Transfer In Quantity	45,680.00
Inventory Adjustment In Quantity	4.00
Other In Quantity	12.00
Stock Out	
Total Out Quantity	237,131.00
Sale Quantity	198,260.00
Purchase Return Quantity	504.00
Warehouse Transfer Out Quantity	38,157.00
Inventory Adjustment Out Quantity	142.00
Scrap Quantity	22.00
Other Out Quantity	46.00

PAYMENT / LIABILITIES

- Timely payment management
- Manage supplier payables closely
- Track payment progress on every order
- Support business to make timely and data-driven decisions



The screenshot displays a software interface for managing Purchase Orders. The left sidebar contains a navigation menu with categories like GENERAL MANAGEMENT, PROCUREMENT, SALES, INVENTORY, ACCOUNTINGS, MAINTENANCE, and REPORTS. The main area shows a table of Purchase Orders with the following columns: PO No., Order date, Supplier, Total, Status, Invoice No., Receivable amount, and Total paid amount. The table lists various orders with their respective dates, suppliers, and financial details. The status of each order is indicated by a green 'Submitted' button. The bottom of the table shows a summary of 12,808 purchase orders.

PO No.	Order date	Supplier	Total	Status	Invoice No.	Receivable amount	Total paid amount
PO-A230010541-20231211-002	Dec 8, 2023	Công Ty TNHH Con Mèo Xanh	102,000,000 đ	Submitted	LUSUC-5-9-00001	82,000,000 đ	25,000,000 đ
PO-A230010541-20231030-002	Oct 30, 2023	Công Ty TNHH Con Mèo Xanh	45,000,000 đ	Submitted	LUSUC-5-9-00002	45,000,000 đ	0 đ
PO-A230010541-20231030-001	Oct 30, 2023	Công Ty TNHH Con Mèo Xanh	1,808,438 đ	Submitted	LUSUC-5-9-00003	1,808,438 đ	0 đ
PO-A230010541-20231027-001	Oct 27, 2023	Công Ty TNHH Bơ Sầu Sài Gòn	60,800,000 đ	Submitted	NKMH-23-12-00002	30,000,000 đ	30,800,000 đ
PO-A230010541-20231025-001	Oct 25, 2023	Công Ty Cổ Phần WOW Foods	30,000,000 đ	Submitted	ADQWE-2-9-00012	15,000,000 đ	15,000,000 đ
PO-A230010541-20231023-001	Oct 23, 2023	Công Ty Cổ Phần WOW Foods	18,000,000 đ	Submitted	NKMH-23-12-00003	18,000,000 đ	0 đ
PO-A230010541-20231018-001	Oct 18, 2023	Công Ty TNHH Gấu Trúc	810,000,000 đ	Submitted	SCFWE-2-9-00078	410,000,000 đ	400,000,000 đ
PO-A230010541-20231016-002	Aug 29, 2023	Công Ty TNHH Gấu Trúc	5,400,000 đ	Submitted	SCFWE-2-9-00078	5,400,000 đ	0 đ
PO-A230010541-20231016-001	Aug 29, 2023	Công Ty TNHH Gấu Trúc	24,000,000 đ	Submitted	NKMH-23-12-00001	10,000,000 đ	14,000,000 đ
PO-A230010541-20230829-001	Aug 29, 2023	Công Ty TNHH Kim Garden	10,180,944 đ	Submitted	UJAKC-4-8-00123	10,180,944 đ	0 đ
PO-A230010541-20230424-003	Aug 25, 2023	Công Ty TNHH Công Nghệ Trí Thức	9,106,560 đ	Submitted	KHDM-25-11-00001	9,106,560 đ	0 đ
PO-A230010541-20230420-018	Aug 12, 2023	Công Ty TNHH Công Nghệ Trí Thức	13,480,000 đ	Submitted	NKMH-23-11-00007	10,000,000 đ	5,480,000 đ
PO-A230010541-20230814-001	Aug 4, 2023	Công Ty TNHH Công Nghệ Trí Thức	320,156,000 đ	Submitted	KHDM-25-11-00005	200,000,000 đ	120,156,000 đ
PO-A230010541-20230421-002	Jul 26, 2023	Công Ty TNHH Công Nghệ Trí Thức	56,916,000 đ	Submitted	KHDM-25-11-00006	56,916,000 đ	0 đ
PO-A230010541-20230420-021	Jul 22, 2023	Công Ty TNHH Búp Bê 1	5,400,000 đ	Submitted	QJAUW-2-2-00056	5,400,000 đ	0 đ
PO-A230010541-20230424-002	Jul 22, 2023	Công Ty TNHH Con Mèo Xanh	93,000,000 đ	Confirmed	LUSUC-5-11-00001	40,000,000 đ	53,000,000 đ
PO-A230010541-20230317-001	Jul 20, 2023	Công Ty TNHH Con Mèo Xanh	21,600,000 đ	Confirmed	KHDM-25-11-00007	21,600,000 đ	0 đ
PO-A230010541-20230317-002	Jul 11, 2023	Công Ty TNHH Búp Bê 1	17,000,000 đ	Submitted	QJAUW-2-2-00057	17,000,000 đ	0 đ
PO-A230010541-20230317-003	Jul 10, 2023	Công Ty TNHH Con Mèo Xanh	200,000,000 đ	Confirmed	LUSUC-5-11-00002	70,000,000 đ	130,000,000 đ
PO-A230010541-20230420-022	Jul 10, 2023	Công Ty TNHH Con Mèo Xanh	21,600,000 đ	Confirmed	LUSUC-5-11-00003	21,600,000 đ	0 đ

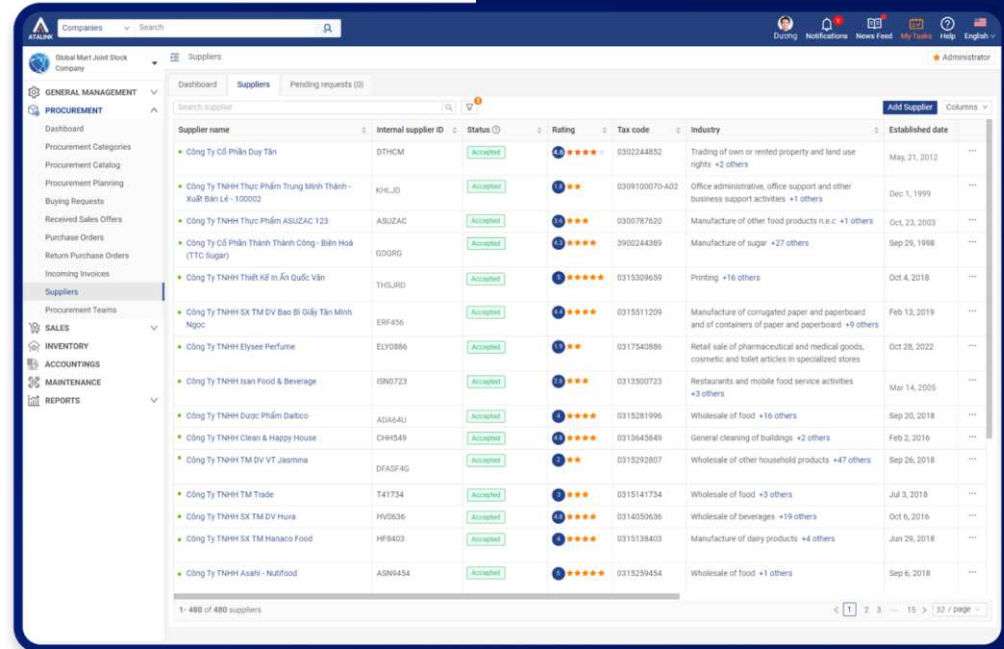
INCOMING INVOICES

- Synchronize all incoming invoices for your business immediately when using Atalink
- Verify automatically the validity of incoming invoices & tax information of suppliers
- Create suppliers list automatically & generate purchase orders quickly based on information from your incoming invoices
- Support exporting incoming invoices information to other accounting software



SUPPLIERS REVIEW

- Set up evaluation criteria for suppliers flexibly
- Optimize supplier selection based on enterprise credit risk scores and evaluation information from customers on the Atalink system
- Mitigate risks when selecting suppliers
- Increase engagement between your company and trading partners

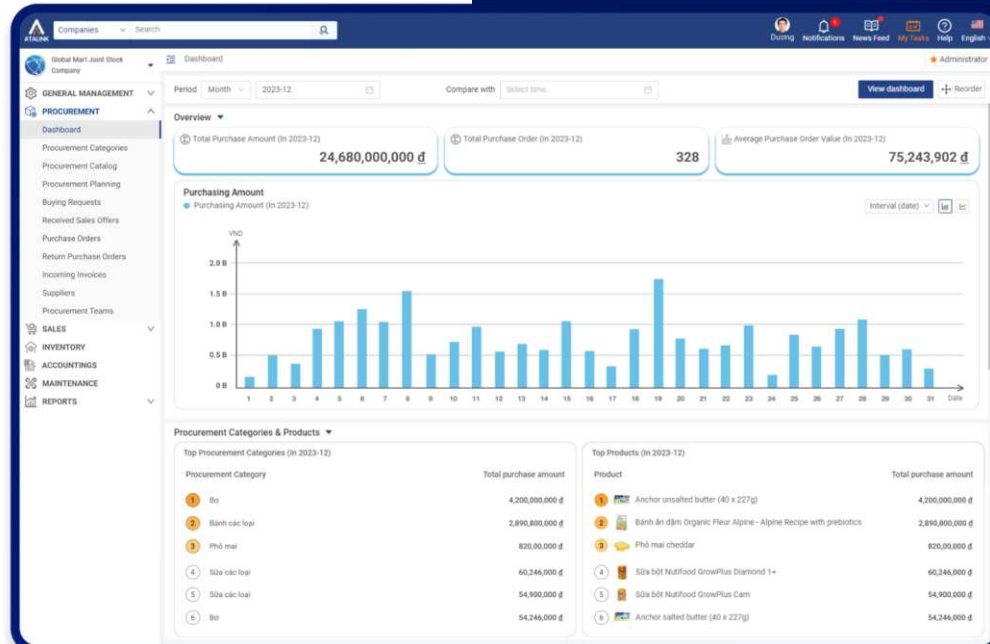


The screenshot displays the 'Suppliers' management interface in the Atalink system. The interface includes a sidebar with navigation options like 'GENERAL MANAGEMENT', 'PROCUREMENT', 'SALES', 'INVENTORY', 'ACCOUNTINGS', 'MAINTENANCE', and 'REPORTS'. The main area shows a table of suppliers with columns for 'Supplier name', 'Internal supplier ID', 'Status', 'Rating', 'Tax code', 'Industry', and 'Established date'. The table lists 15 suppliers, all with a status of 'Accepted'. The bottom of the interface shows a pagination bar indicating '1 - 480 of 480 suppliers' and a page number '1'.

Supplier name	Internal supplier ID	Status	Rating	Tax code	Industry	Established date
Công Ty Cổ Phần Duy Tân	DTHCM	Accepted	4.5	0302244852	Trading of own or rented property and land use rights +2 others	May 21, 2012
Công Ty TNHH Thực Phẩm Trung Minh Thành - Xuất Bản Lê - 100002	KHL_ID	Accepted	4.5	0309100070-402	Office administrative, office support and other business support activities +1 others	Dec 1, 1999
Công Ty TNHH Thực Phẩm ASUZAC 123	ASUZAC	Accepted	4.5	0300787620	Manufacture of other food products n.e.c +1 others	Oct 23, 2003
Công Ty Cổ Phần Thành Thành Công - Biên Hòa (TTC Sugar)	GDGRG	Accepted	4.5	3900244389	Manufacture of sugar +27 others	Sep 29, 1998
Công Ty TNHH Thiết Kế In Ấn Quốc Văn	THLGRD	Accepted	4.5	0315309659	Printing +16 others	Oct 4, 2018
Công Ty TNHH SX TM DV Bao Bì Giấy Tân Minh Ngọc	ERF456	Accepted	4.5	0315112209	Manufacture of corrugated paper and paperboard and of containers of paper and paperboard +9 others	Feb 13, 2019
Công Ty TNHH Elysee Perfume	ELY0886	Accepted	4.5	0317540886	Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles in specialized stores	Oct 28, 2022
Công Ty TNHH Iman Food & Beverage	IRN0723	Accepted	4.5	0313500723	Restaurants and mobile food service activities +3 others	Mar 14, 2005
Công Ty TNHH Dược Phẩm Đạtco	ADAGAL	Accepted	4.5	0312819996	Wholesale of food +16 others	Sep 30, 2018
Công Ty TNHH Clean & Happy House	CHH549	Accepted	4.5	0313645849	General cleaning of buildings +2 others	Feb 2, 2016
Công Ty TNHH TM DV VT Jasmine	DFA5F4G	Accepted	4.5	0315292807	Wholesale of other household products +47 others	Sep 26, 2018
Công Ty TNHH TM Trade	T4T734	Accepted	4.5	0315141734	Wholesale of food +3 others	Jul 3, 2018
Công Ty TNHH SX TM DV Hươu	HV0636	Accepted	4.5	0314050636	Wholesale of beverages +19 others	Oct 6, 2016
Công Ty TNHH SX TM Hanaco Food	HF8403	Accepted	4.5	0315138403	Manufacture of dairy products +4 others	Jun 29, 2018
Công Ty TNHH Asahi - Nutifood	ASN0454	Accepted	4.5	0315259454	Wholesale of food +1 others	Sep 6, 2018

PROCUREMENT DASHBOARD

- Track purchasing costs quickly & accurately
- Analyze & evaluate the purchase performance based on variety criteria
- Manage & evaluate your top suppliers to frequently trade with
- Support business to make timely and data-driven decisions



Steps for Hospital in Using Atalink



Steps for Hospital's Suppliers in Using Atalink



Instant Value and Benefits for Your Company



- Complete **60%** of the Solution Implementation
- Gain immediate access to key benefits, including:
 - Consolidate all **Incoming Invoices** for the company
 - Instant access to a **Procurement Dashboard**
 - Immediate use of the solution

Atalink: SCM Solution with built-in B2B Marketplace

B2B Marketplace

1,000,000+
Products

800,000+
Enterprises

Buying requests

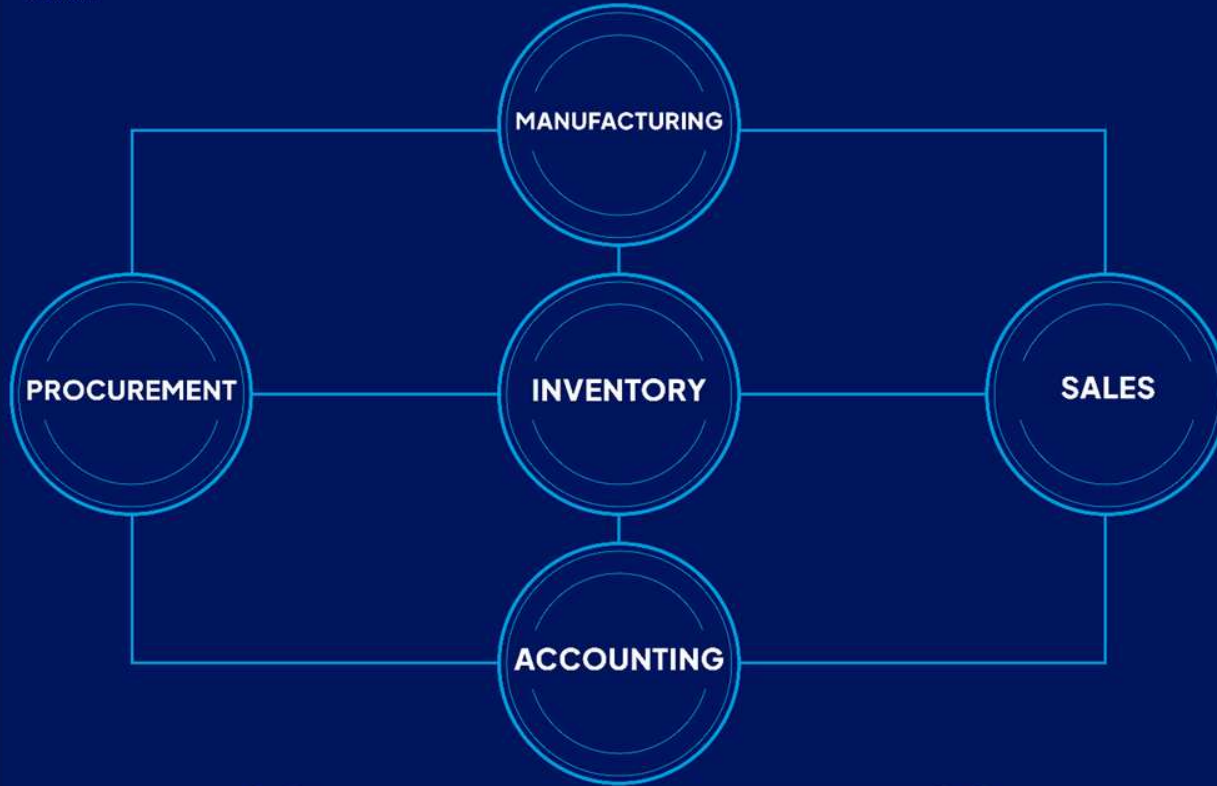
Received
sales offers

Incoming
invoices

Suppliers review



THE UNIFIED SUPPLY CHAIN MANAGEMENT SOLUTION



B2B Marketplace

1,000,000+
Products

800,000+
Enterprises

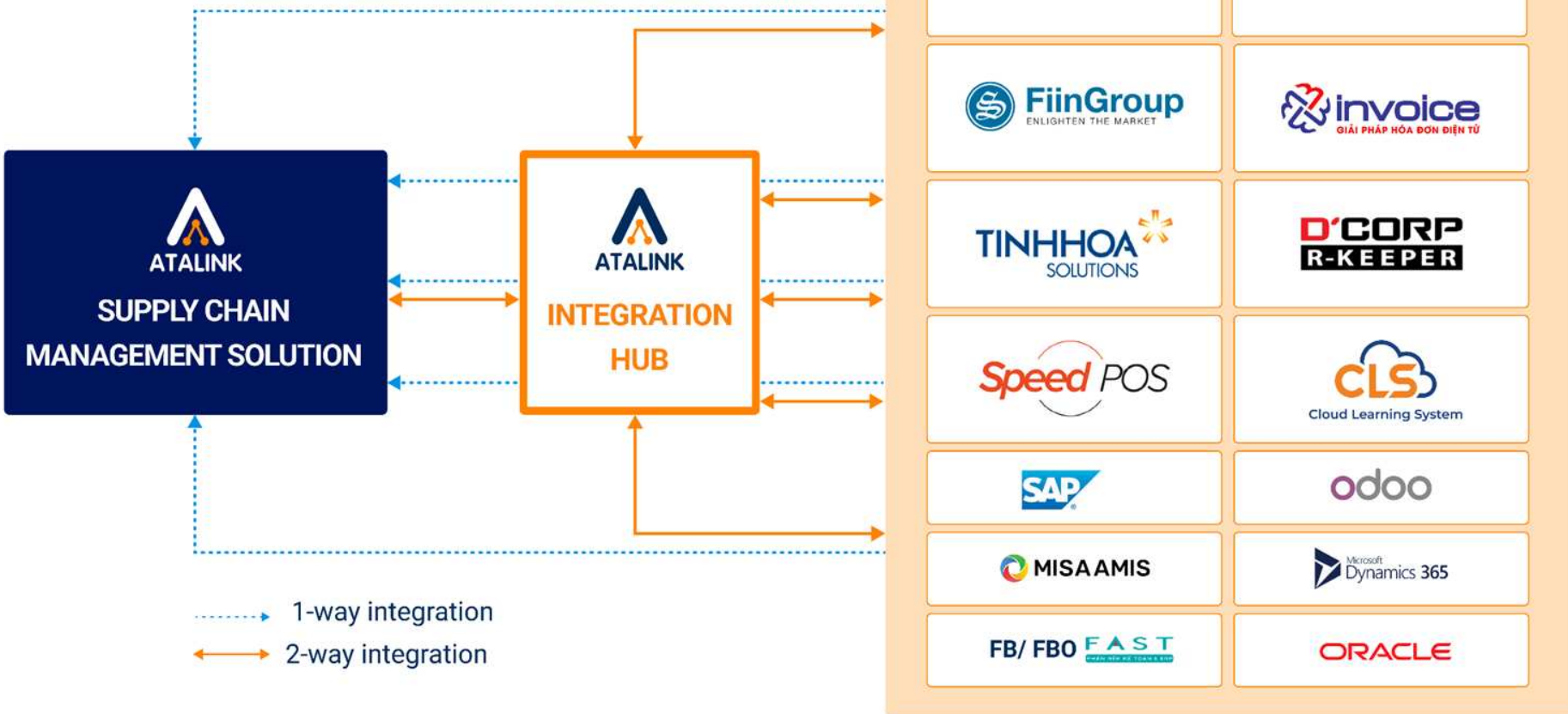
Received
buying requests

Sales offers

Purchased orders
from clients

Review
from customers

DATA INTEGRATION HUB



THE SOLUTION



Cloud SaaS



Desktop / laptop web and mobile app [iOS, Android]



Security and information safety according to ISO 27001:2022



Modern technologies (ReactJS, NodeJS, React Native ...)



Intelligent solution

SERVICE QUALITY COMMITMENT

- Uptime is consistently maintained at a minimum of **99%**
- Downtime, excluding force majeure or pre-planned events
 - Do not exceed 12 consecutive hours
 - Do not exceed 24 cumulative hours in two weeks
 - Do not exceed 36 cumulative hours in any month
- 97%** of customer interactions on each screen / page receive feedback within **3 seconds**
- 90%** of critical issues are resolved within **8 working hours** from the time the request is received



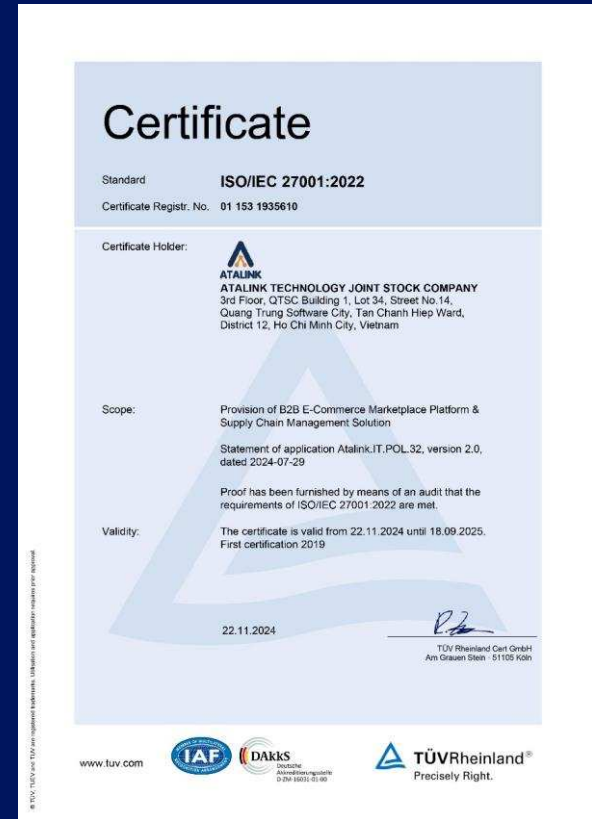
SECURITY & INFORMATION SAFETY

Atalink builds and maintains trust with Customers and Partners every day by creating products and services with four pillars of information security:

- **Security:** Atalink ensures the safety and security of data for businesses and users
- **Privacy:** Users own and control their own data
- **Transparency:** Users know how their data is collected, stored and accessed
- **Compliance:** Atalink complies with global standards for information security

Consistency in our **Mission + Business Model**

The success of Customers and Partners
is the key to Atalink's success

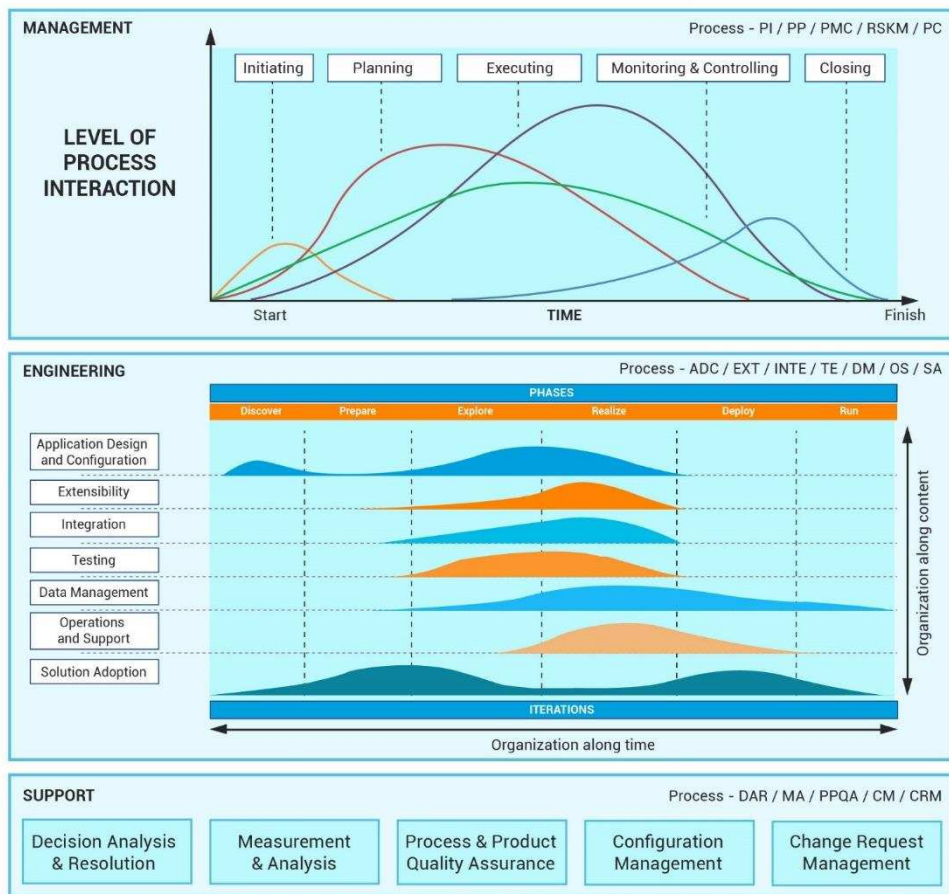


An aerial photograph of a large container ship sailing on a deep blue ocean. The ship is moving from the top right towards the bottom left, leaving a white wake behind it. The deck is covered with numerous colorful shipping containers in shades of red, green, blue, and yellow. The overall image has a blue tint.

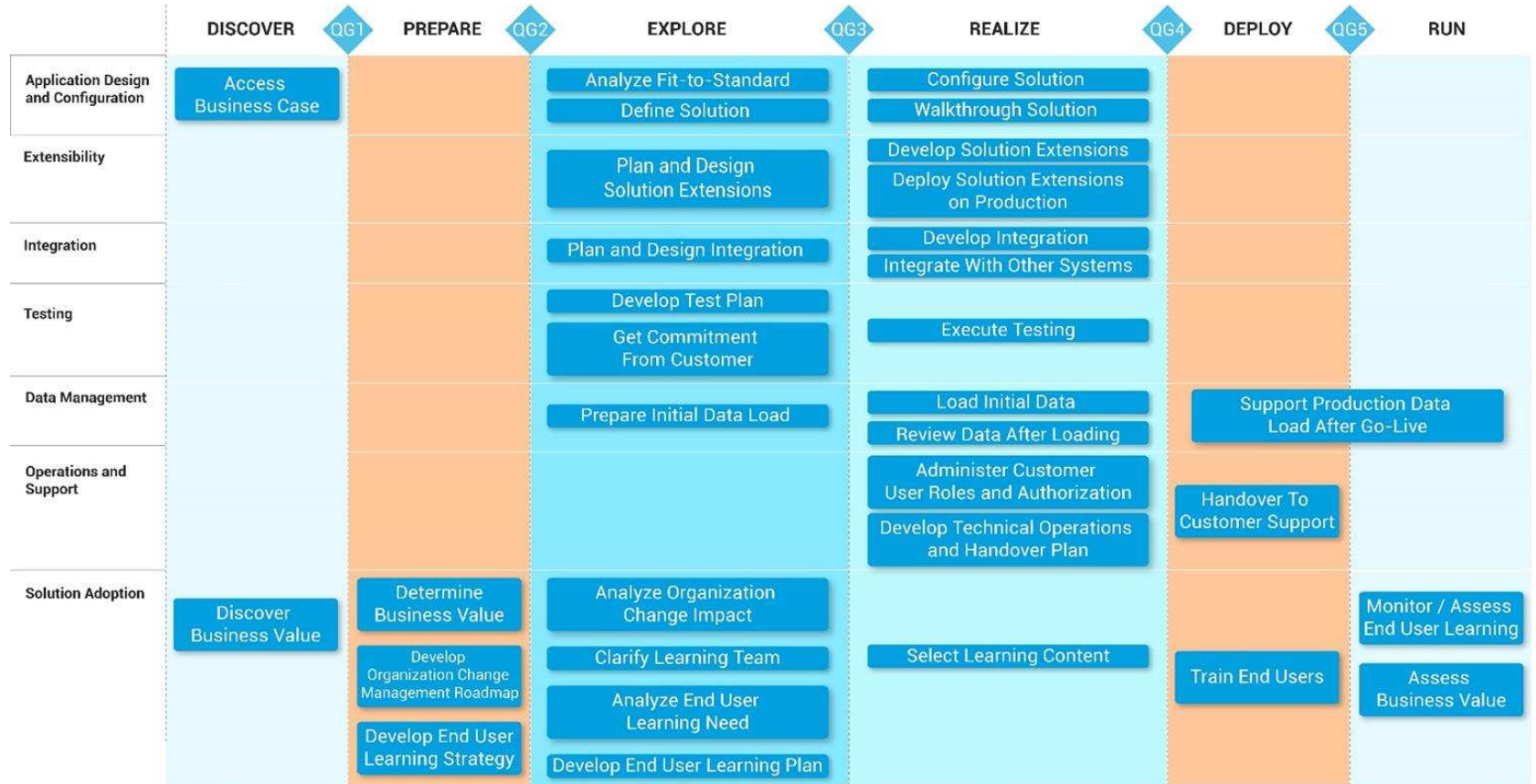
Solution Implementation

Implementation Methodology (Overview)

ATALINK SCM Implementation Methodology (ATALINK SIM)



Implementation Methodology (Detailed)



Quality gates

Task / Activity type:



Task / Activity

IMPLEMENTATION ROADMAP (Implementation time: 4–12 weeks*)

SIGNED

CONTRACT

STAGE 1 (1–4 weeks)

STAGE 2 (2–4 weeks)

STAGE 3 (1–4 weeks)

Kick off, data collection and system setup	Solution implementation	Golive & Acceptance
<ul style="list-style-type: none"> ● Project kick-off (if needed) <ul style="list-style-type: none"> • Introduce project and participating members • Align deployment plan ● Data collection and configuration <ul style="list-style-type: none"> • User list, access right • Master data: purchase / sales products; Suppliers, customers • Information about Sales team & procurement configuration • Information about Inventory setup ● Support data standardization & preparation <ul style="list-style-type: none"> • Standardize master data • Guide and support data input into the template & prepare for upload to the system ● Initial system setup <ul style="list-style-type: none"> • Prepare the infrastructure • Allocate and set up the system environment 	<ul style="list-style-type: none"> ● Provide user manuals <ul style="list-style-type: none"> • User manuals for feature groups ● User training <ul style="list-style-type: none"> • Two offline training sessions (each session lasts 2 hours, free for businesses in HCM City) • Or 2 free online training sessions (each session lasts 2 hours) ● Complete the setup of data and system configurations <ul style="list-style-type: none"> • Master data • User data and permission • Setup sales, procurement, and inventory ● Deploy feature groups according to the Corresponding package <ul style="list-style-type: none"> • Procurement management • Sales management • Inventory management (VMI) 	<ul style="list-style-type: none"> ● Put Atalink system into use <ul style="list-style-type: none"> • The business is beginning to use Atalink for related tasks ● Operation and acceptance <ul style="list-style-type: none"> • Monitor the usage and support operation • Acceptance confirmation ● System handover <ul style="list-style-type: none"> • Information about system setup • Relevant documents and confirmations ● Continuous support throughout Golive Process <ul style="list-style-type: none"> • Provide the support throughout the process • Record and respond to user feedbacks • Handle and fix arising errors

Note: ● Atalink & Customer ● Atalink ● Customer

(*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays. Implementation time may vary depending on the volume of data and related configuration settings. The roadmap does not yet include the development of additional features based on the needs of the business

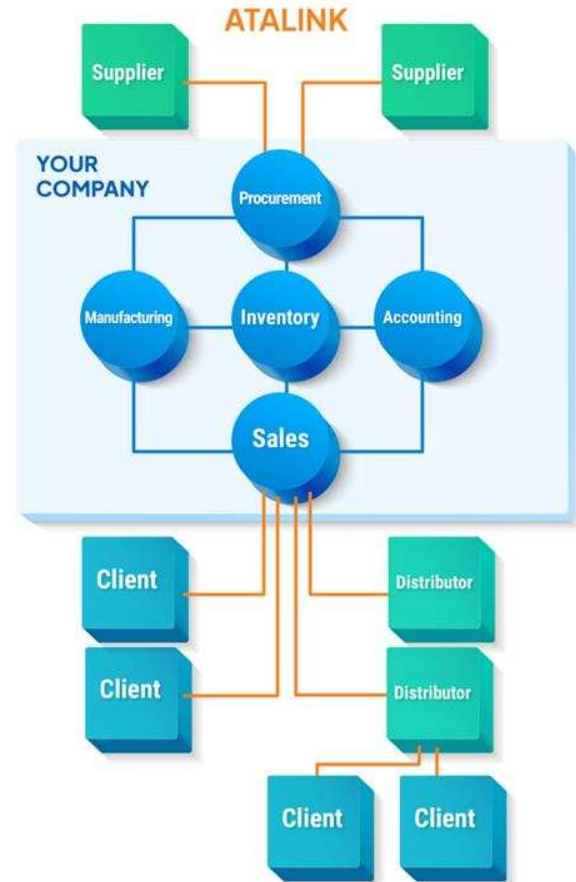
3 About Atalink



Atalink – The unified supply chain management solution

Interact within your company and with trading partners in 1 unique platform — empowered with standardized master data

- Connect your company with suppliers, distributors and clients
- Connect manufacturers with its supply chain of raw materials
- Connect products with markets
- Expand opportunities for buyers and suppliers with our built-in B2B marketplace





OUR MISSION

To foster interactivity across the supply chain — with standardized master data

Multi-National Enterprises as well as Small & Medium Businesses can all interact seamlessly with their Suppliers, Distributors and Clients – to optimize operation, reduce cost and drive more revenue

PRODUCTS

Atalink solutions are designed to work cohesively to help your business manage the supply chain efficiently



**Procurement
Management
Solution**



**B2B Order
Management
Solution**



**Inventory
Management
Solution
(VMI)**



**Finance &
Accounting**



**Manufacturing
Management**

B2B Marketplace

BENEFITS

16%

Increase visibility into your supply chain, reduce cost

32%

Increase responsiveness, drive more efficiency across your organization **and with trading partners**

128%

Get better work experience, engagement and satisfaction for your staff **and trading partners**



THE ECOSYSTEM

12,800+ companies onboarded

In various industries and domains



FMCG



Consumer Goods



Building Materials



Industrial Machinery



Electric, Electronic Devices



Office Supplies



Tools and Instruments



Supplies and Accessories

CORE VALUES



Collaborate to succeed together based on trust, quality and satisfaction

MANAGEMENT TEAM



Eric Lai

Founder, CEO

20+ years of experience
SCM solutions development



Jacky Nguyen

Co-founder, CFO

20+ years of experience
IT companies' management



Ha Nguyen

Chief Operations Officer

15+ years of experience
managing business operations



Thinh Phan

Chief Delivery Officer

20+ years of experience
tech development & implementation



Hung Nguyen

Business Development Director

10+ years of experience
consulting & supporting customers
in implementing SCM solutions



Anh Pham

SCM Solution Consultant

15+ years of experience consulting
& implementing SCM solutions



Truong Nguyen

SCM Solution Consultant

10+ years of experience
consulting & implementing SCM, ERP



Cuong Pham

Technical Lead

10+ years of experience
developing large-scale applications



TEAM & CORPORATE CULTURE

In each and everything that we do, we always commit to

Accountability, service mindset and life-long learning

TYPICAL CUSTOMERS



ATALINK UNIQUE SELLING POINTS

- Atalink enables companies to interact both internally and externally in one platform
 - ➔ Help optimize operational costs, thereby enhancing business efficiency
- Atalink comes with master data of products and over 800,000 businesses that are verified and standardized
 - ➔ Save time and effort on data entry, avoid information errors, and synchronize transaction data
- Atalink provides a B2B Marketplace with more than 12,800 active businesses across various industries
 - ➔ Help businesses increase opportunities for growth

THANK YOU!

Atalink – The unified supply chain management solution

Interact within your company and with trading partners in 1 unique platform

Download mobile app



Contact

 www.atalink.com

 **1800 555 540**

 contact@atalink.vn

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