Dawa.ai

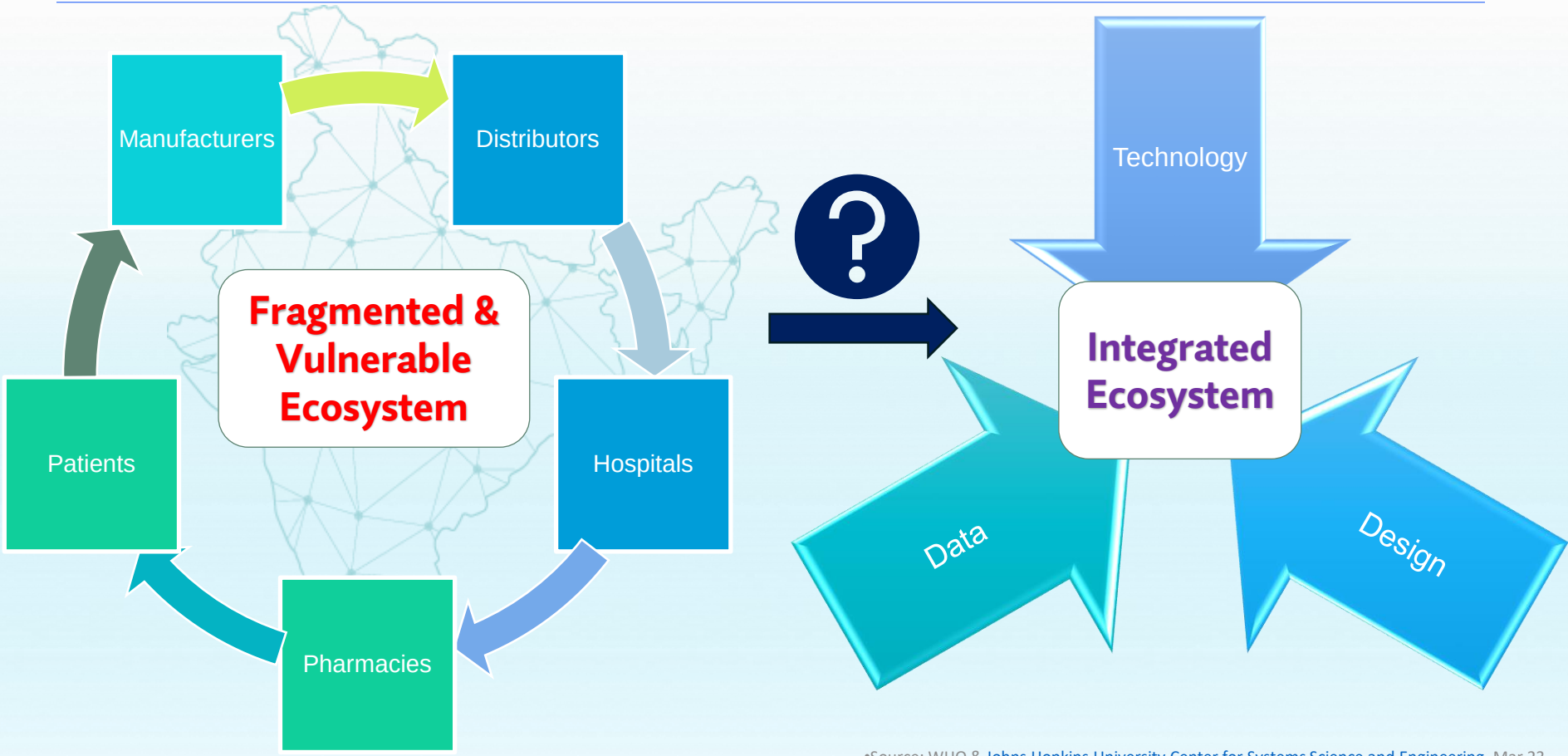
Multisided SaaS Solution for Pharmacies

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INDIAN PHARMACEUTICAL LANDSCAPE



•Source: WHO & Johns Hopkins University Center for Systems Science and Engineering, Mar 23

PROBLEM

RETAIL PHARMACIES (Phase 1)

Unpredictable Sales

- Limited Customer Engagement
- Improper Customer Service
- Limited Discovery Channels

Locked Working Capital

- High no. of SKUs
- Capital Intensive
- Curse of the Inventory

Cumbersome Processes

- Low Technology Adoption
- Costly Manpower
- High Attrition

SOLUTION : DAWA.AI (LEVERAGING DATA AUTOMATION)

6 Supply Chain Sustainability Tracking

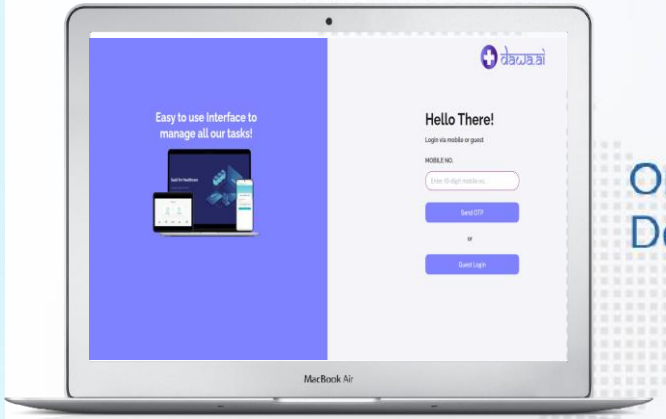
5 Demand Forecasting

4 Reduced Operations Costs

3 Enhanced Safety

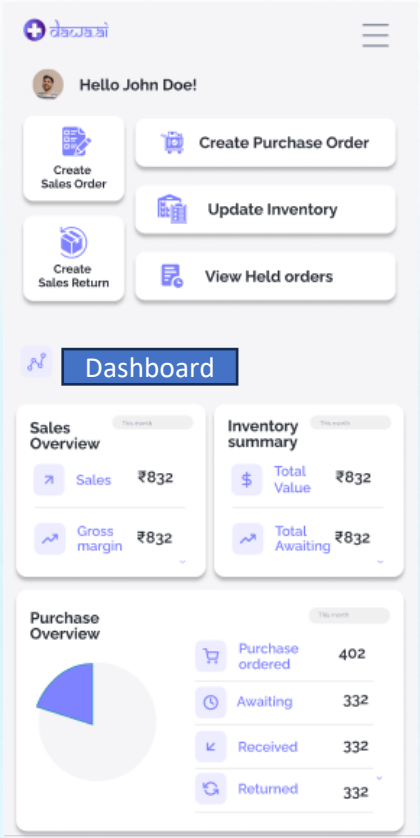
2 On-Time Delivery

1 Inventory Management



Product Demo : https://app.dawaai.co.in/login

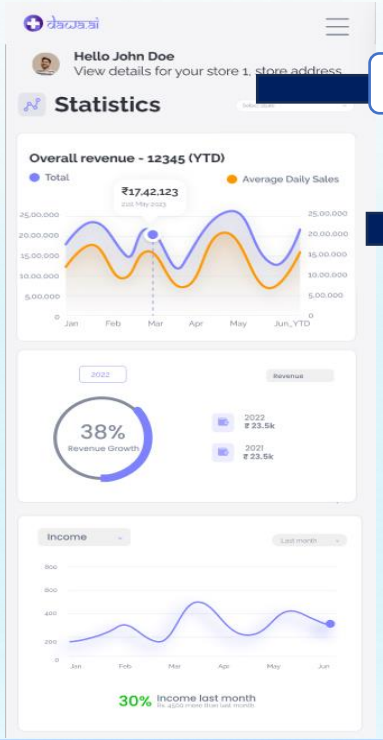
MVP READY – AUTOMATING TASKS MEANS HIGHER PROFITS

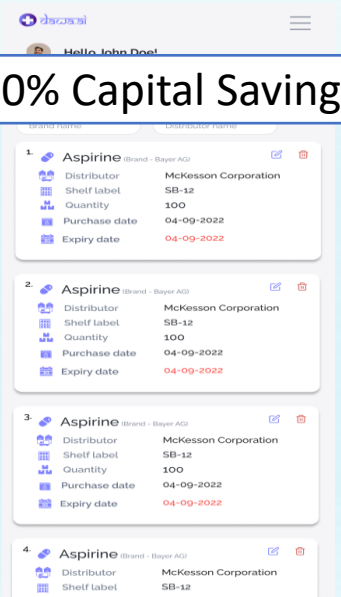


7x Faster Processes → Saves Manhours

Product Availability → Better Margins

10% Capital Savings → Lower Costs







BUSINESS MODEL

- **Subscription**
- **Pay per Invoice**
- **Value added services**



Pharmacies

Inventory Management / Accounting

- Advanced Analytics

Ordering / Invoicing

- Business Operations

Insurance Integration

- India Stack

Go To Market

Feet On Street → Channel Partnerships → Marketing Platforms → Industry Tie-ups

Phase I

Maharashtra

Phase II

MP

Telangana

Chhattisgarh

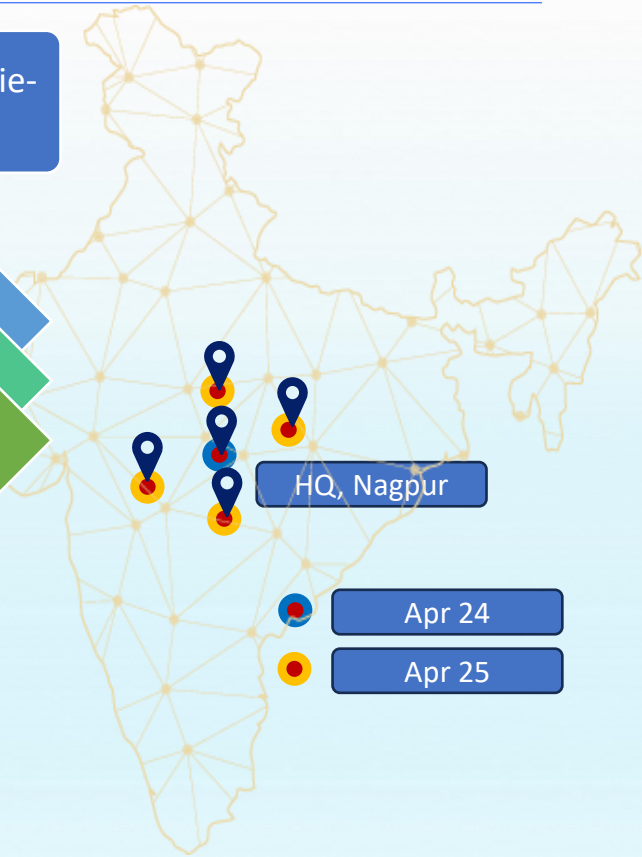
Phase III

AP

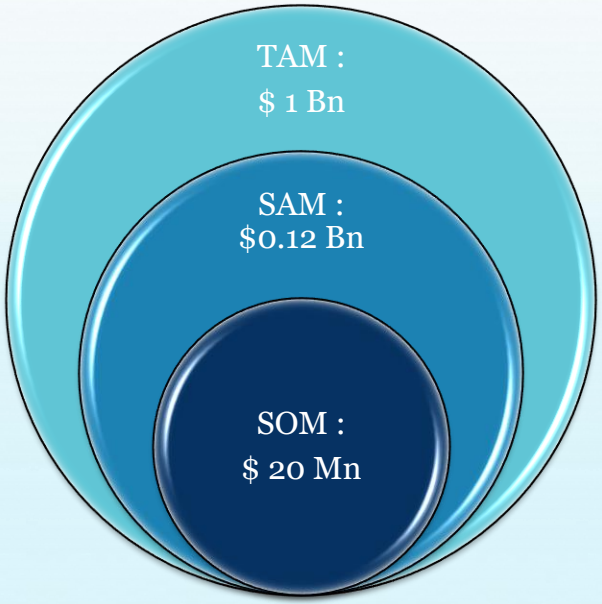
Gujarat

Karnataka

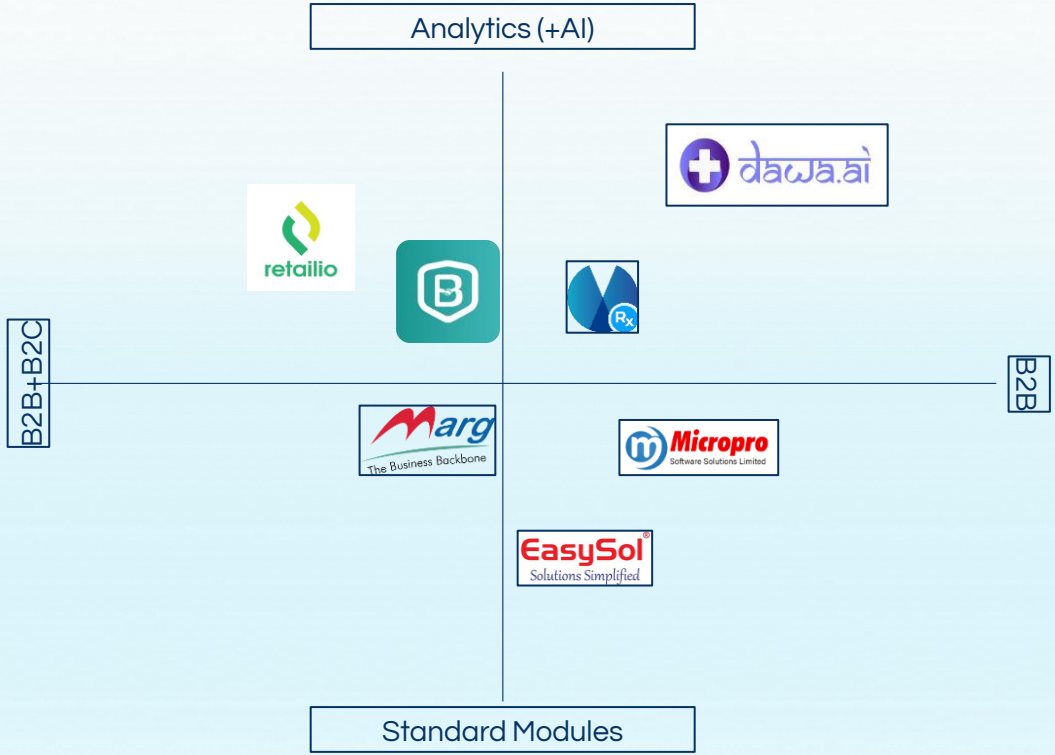
Rajasthan



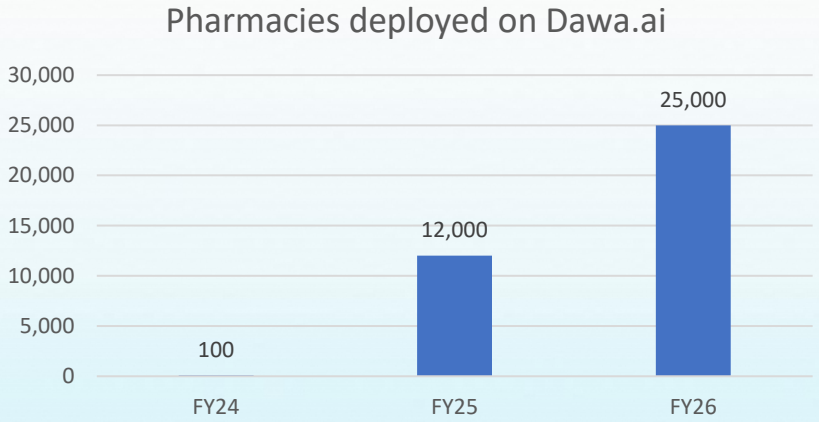
WHY NOW ? – INDIA OPPORTUNITY & COMPETITION

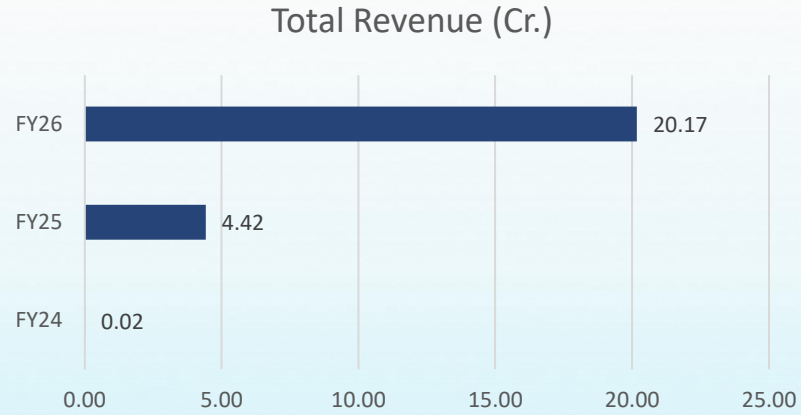


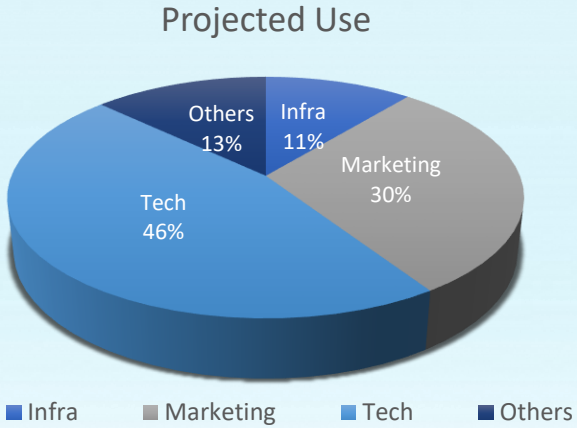
Phase I - Indian Market



GROWTH PLAN – ASK INR 2.5 Cr







OUR TEAM



Kushal C Ingole, Founder

B.Tech, IIT Bombay & MBA, IIM Ranchi

12+ yrs *– Corporate Strategy, Operations*

Supply Chain Management



Ashish Kela, Cofounder

B.Tech, IIT Bombay & CFA, CFA Institute

17+yrs *- Capital Markets, Investments*

Investment Product Design



Dr. Vaibhav Krishna, AI/ML

B.Tech, IIT Bombay & MS, ETH Zurich

Ph.D, Information Systems, ETH Zurich

Data Scientist, Digital Ecosystems

Thank You

Your AI-SaaS Platform for Pharma Supply Chain

Oabco Innovations
Kushal C Ingole

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Accolades