



**Har
Business
Banega
Digital**



WELCOME TO VYAPAR RESELLER PROGRAM

About Vyapar

Vyapar is a Billing and Accounting Software made in India for small businesses (MSMEs) to help with their billing, inventory and accounting needs. The company was established in 2016 with Headquarters in Bangalore and has an employee strength of 100+

Today, small & medium businesses spend a lot of time, effort & money in making paper bills and doing manual entries and calculations to keep track of their business. Often businessmen are not able to efficiently track profits, receivables, stock adjustments etc. on a daily basis. This results in businesses incurring losses and not being able to take right decisions at the right time.

“Vyapar is on a mission to offer small businesses simple and economical software to do their billing, accounting & inventory management”



Vyapar Features – At a Glance

 **Billing**
Create GST bills that comply with the goods and service tax law of India & Share with your customers

 **GST Reports**
The app allows businesses to easily generate monthly or quarterly GST reports.


 **Auto Sync**
Enable "Auto Sync" option to synchronize mobile data with desktop.

 **Inventory**
Track complete inventory with parameters like batch number, expiry date, and all other details.

 **Online Store**
Create a Free online store in just a click, get more business through online orders.

 **Auto Backup**
Advanced free invoicing & accounting software that provides hassle free backup system.

 **Accounting**
Record, manage & track your business activities digitally. Managing cash flow efficiently.

 **E-way Bill Generation**
After you make the invoice you can share the invoice with the E-way Bill no in just one click.



How can you pitch your customer about Vyapar?

When you meet your customer:

- **Start with introducing yourself**
 - Greet the customer, tell them your name & that you are a “Certified Distributor” of Vyapar Accounting Software
- **Give agenda of the meeting**
 - Tell them that you want to talk about an accounting software made for Indian businessmen that is very easy to use and has some essential features that can help manage your business much better than before. This software is trusted & used by 30 Lakh+ businessmen
- **Ask them a few questions about their business to know the pain points & then talk about Vyapar software that solves those pain points**
 - What kind of business do you have?
 - How do you manage your accounts?
 - What are you looking for in a software that can manage your accounting & billing needs?
- **Always share brochure / poster & your mobile number if customer is busy. Maybe they get interested later**
 - Share the Vyapar brochure with them on WhatsApp along with your mobile number. Ask for a suitable time to discuss & follow up at regular intervals, either by meeting, call or WhatsApp



Questions you can ask to the customer

Question-1: What kind of Business do you have?

Every business is unique and if you know what it is, you can talk about the software as per customer's business. This will help you convert faster as the customer would know how will it help their business

Customer may be a Wholesaler, Retailer, Distributor, Service Provider or can have any other business.

Create selling points as per business. It will help you

Questions you can ask to the customer

Question-2: How do you manage your accounting?

If they are using Pen-Paper / Register

- **How do you do tracking?** – Sale done today/last month, how many items about to expire, which good sell more? What is the monthly profit/loss?
- **How do you do GST filing?** (if applicable) – You'll have to share bills/registers, Accounting will charge separately for data entry, headache in matching books / missing entries, separate charge for GST filing

If they are using Excel Sheet

- **How do you do manage?** – Manually put formulas, manually enter all transaction details & adjustments, prone to error, Excel sheet to be shared with accountant again, headache in reconciliation
- **Do you get all reports?** – Instead of preparing different reports, save time by accessing 30+ reports generated in Vyapar including P&L, GST Reports, Stock Reports etc.

If they are using some other Accounting application

- **How much do you pay?** – Other applications might have additional charges for modules and certain features. It may contain lots of things that they don't even use or have features like txn. SMS, payment reminders, online shop etc. Vyapar is the most economical with features businesses use often
- **Is it on mobile also?** – Vyapar can be used on android smartphone and windows based desktop devices simultaneously with sync feature. You can keep checking transaction details even when you are not in shop

Questions you can ask to the customer

Question-3: For managing complete accounting & billing what do you need in a software?

Once you find out customer requirements, inform them about the various features available on Vyapar

- You can make invoices with / without GST
- Check profit & loss & all business reports. Download GST reports for GST filing
- Manage stock/ inventory. Supports barcode scanning
- Make and share estimates on WhatsApp with parties & convert them to sale
- Customize your invoices based on your requirement
- Link payment to invoices
- Print your invoice from regular/ thermal printer
- Share invoices on WhatsApp/ Email
- Enter purchase bills
- Track stock based on serial number, expiry date, manufacturing date, batch number etc.
- Enter & track expenses
- Add bank & track the transactions done
- Make sale orders/ estimates & convert them to sale
- Make Cr. / Dr. Note & share with party

If the customer is slightly convinced then you can ask him for his laptop/system & you can keep Vyapar on download & till when it is getting downloaded you can talk about what Vyapar can do for them



Vyapar vs Other Apps

Vyapar app is a better alternative to Tally, Marg, Busy, Flobooks, Bookkeeper, Zoho Books and more. Compare and find it out on your own.

[Compare Now](#)

Why Vyapar stands apart?

Select an accounting app to compare with Vyapar.

[VISIT](#)<https://vyaparapp.in/comparison-with-other-apps>

Why should you use Vyapar for your business?



Create & share beautiful invoices & look professional

Get readymade GST Reports for easy GST filing



Send Payment Reminders & get paid faster

Always know what's in stock with detailed Stock Reports



Add your UPI QR code on invoice & get payment in bank

Send Transaction Message to Parties



Special Offer for your Customers



Customers get extra validity when they buy licenses from Distributor

LICENSE DURATION (months)	EXTRA VALIDITY (months)
12	3
36	6

How to configure Vyapar for any particular Business Type?

For Pharmacy Business:

- **Stock**– “Stock maintenance” can be enabled from “item settings.” Also, additional item column (such as batch no, expiry date, MRP, etc.) can also be enabled from “item settings”
 - Additional item attributes can be updated while adding opening stocks, adding stocks manually as well as while creating purchase entry of item.
 - While adding items, user can click on “ITEM TRACKING DETAILS” button to update the opening stocks along with their additional attributes

The screenshot displays the 'Add Item' form in the Vyapar application. The interface includes a top navigation bar with 'Company', 'Reload', 'Vyapar Help', and 'Shortcuts'. A sidebar on the left lists various business functions like 'Sale', 'Purchase', 'Home', 'Parties', 'Items', 'Sale', 'Purchase', 'Expenses', 'Cash & Bank', 'Reports', 'Backup & Restore', 'Utilities', 'Refer And Earn', and 'Trial Info'. The main form area is titled 'Add Item' and contains fields for 'ITEM NAME', 'ITEM HSN/SAC', and 'SELECT UNIT'. A modal window titled 'Item details' is open, showing fields for 'MRP', 'Batch No.', and 'Opening Quantity'. Below this, there are 'Add Row' and 'Delete Row' buttons. A table with the header 'ITEM TRACKING DETAIL' shows columns for 'OPENING QUANTITY', 'AT PRICE', and 'DATE', with a value of '07/01/2020' in the date column. At the bottom of the form, there are 'SAVE' and 'SAVE & NEW' buttons.

How to configure Vyapar for any particular Business Type?

For Pharmacy Business:

- **Firm additional field** – Firm additional field can be enabled from “transaction settings” by clicking on “additional fields” option. It can be used to maintain Drug-license number and other information
- **Transaction additional field** – Transaction additional field can be enabled from “transaction settings” by clicking on “additional fields” option. It can be used to record Doctor’s name, hospital name, etc.

Company Reload Vyapar Help Shortcuts Customer Support: 800-46268068 +91 8364443791

Settings

GENERAL

TRANSACTION

TRANSACTION SMS

PARTY

ITEM

PRINT

TAXES & GST

Transaction Header

Invoice/Bill No.

Cash Sale by default

Billing Name of Party

Customers P.O. Details

More Transaction Features

Do not Show Invoice F

Enable Passcode for t

Discount During Paym

Link Payments to Invo

Due Dates and Payme

[Additional Fields >](#)

[Transportation Details >](#)

[Additional Charges >](#)

Additional Fields Setup

Select Firm

My Company

Firm additional fields

Additional Field 1

Field Name *

Enter Field Name

Value

Show in print

Additional Field 2

Transactions additional fields

Additional Field 1

Additional Field 2

Additional Field 3

Date Field

Theme 1

My Company

Phone no.: 8884906583

Tax Invoice

Bill To:

Vyapar tech solutions (Sample Party Name) Place of supply: 29-Karnataka

Sarjapur Road, Bangalore: Invoice No.: INV234

Contact No.: +91-9916137039 Date: 07-01-2020

State: 29-Karnataka

#	Item name	HSN/ SAC	Quantity	Price/ Unit	Amount
1	sample item 1		3	₹ 100.00	₹ 300.00
2	sample item 2		3	₹ 150.00	₹ 450.00
3	sample item 3		6	₹ 100.00	₹ 600.00
Total					₹ 1,350.00

DONE

How to configure Vyapar for any particular Business Type?

For Retail / Wholesale Business:

- **Party wise item rate** – Party wise item rate can be enabled from “item settings.” It enables you to set different rate for every item for different parties.
- **Barcode scan** – “Barcode scan” can be enabled from “item settings.’ While adding item user can scan and record the item-barcode in “item code” field.
- **Print Party balance** – “Balance amount” as well as “current balance of party” can be enabled from “print settings.” If “balance amount” setting is enabled, invoice balance will get printed over invoice. However, if “current balance of party” is enabled, overall current balance of party will get printed over invoice.
- **Order transaction** – Sale/purchase order can be enabled from “transaction settings.”
- **Default cash sale** – If most of the sale are being made to unregistered parties then “Default cash-sale” option can be enabled from “transaction settings.” Also, user can enable “Billing name of party” from the same page to update customer details on invoice.
- **Free Item quantity** – “Free item quantity” column can be enabled from “transaction settings.” Stock will be managed for any free quantity sold or purchased

How to configure Vyapar for any particular Business Type?

For Service Providers:

- **Service item** – Option to manage service-items can be enabled from “item settings” by clicking on “what do you sell” option.
- **Invoice prefix** – Invoice prefix for various kinds of transactions can be set from “company profile.” User can click on respective company name on the top left and on the next page they will get the option to manage and update invoice prefix.

The screenshot shows the Vyapar software interface. At the top, there's a navigation bar with 'Company', 'Reload', 'Vyapar Help', 'Shortcuts', and 'Customer Support'. Below this, a sidebar on the left contains a menu with options like 'Sale', 'Purchase', 'Home', 'Parties', 'Items', 'Sale', 'Purchase', 'Expenses', 'Cash & Bank', 'Reports', 'Backup & Restore', 'Utilities', 'Refer And Earn', and 'Trial Info'. The main area is titled 'Welcome to Vyapar' and shows an 'Edit Firm' form. The form has several sections: 'BANK NAME', 'ACCOUNT NUMBER', 'BANK IFSC', 'BUSINESS ADDRESS', 'STATE' (with a dropdown menu set to 'NONE'), 'INVOICE PREFIX' (dropdown set to 'NONE'), 'CREDIT NOTE PREFIX' (dropdown set to 'NONE'), 'SALE ORDER PREFIX' (dropdown set to 'NONE'), 'PURCHASE ORDER PREFIX' (dropdown set to 'NONE'), 'ESTIMATE PREFIX' (dropdown set to 'NONE'), 'DELIVERY CHALLAN PREFIX' (dropdown set to 'NONE'), and 'PAYMENT IN PREFIX' (dropdown set to 'NONE'). There are 'ADD PREFIXES' and 'DONE' buttons. To the right of the form, there's a 'Thermal Printer Invoice Sample' showing a list of items and their prices. At the bottom, there's a red button that says '+ Add Sale Invoice'.

How to configure Vyapar for any particular Business Type?

For Mobile Recharge:

- **Item description** – Item description can be enabled from “item settings.” Consider if user want to update a recharge plan detail then he can do the same while adding item in description column. The same description column will be available while creating a sale/purchase transaction.
- **Free Item quantity** – “Free item quantity” column can be enabled from “transaction settings.” Stock will be managed for any free quantity sold or purchased

For Ecommerce:

- **Order transaction** – Sale/purchase order can be enabled from “transaction settings.”
- **Stock as per size, expiry date, color, etc.** – “Stock maintenance” can be enabled from “item settings” Also, additional item column (such as size, expiry date, color, etc.) can also be enabled from “item settings”

How to configure Vyapar for any particular Business Type?

For Gas Cylinder Business:

- **Order transaction** – Sale/purchase order can be enabled from “transaction settings.”
- **Payment terms and due date**- User can be enabled from “transaction settings.” It will also enable option named as “link payment to invoices.” This settings allows user to set due date of an invoice.
- **Stock maintenance** – Stock maintenance can be enabled from “item settings.” If stock maintenance is enabled, user will be able to update opening stocks while adding item. Also, depending upon the transaction they will create, their stocks will be managed automatically

How to configure Vyapar for any particular Business Type?

For Coaching Center Business:

- **Order transaction** – Sale/purchase order can be enabled from “transaction settings.”
- **Payment terms and due date**- User can be enabled from “transaction settings.” It will also enable option named as “link payment to invoices.” This settings allows user to set due date of an invoice.
- **Service item** – Option to manage service-items can be enabled from “item settings” by clicking on “what do you sale” option.

For Transportation Business:

- **Order transaction** – Sale/purchase order can be enabled from “transaction settings.”
- **Service item** – Option to manage service-items can be enabled from “item settings” by clicking on “what do you sale” option

THANKS!

When you meet the customer & if the customer has any questions related to the software & you are not able to answer then you can call on **+91-9333 911 911 (Mon-Sat / 9 AM-9 PM)** & make them talk to our customer care executive & we will solve their doubts & your doubts too

For any Distribution related query, commission or any other support, you can get in touch with our Distribution Team on **+91 888 490 8583** or send an email on **resale@vyaparapp.in**