FMCGORBIT V3.2 · AUTONOMOUS MULTI-PRINCIPAL DISTRIBUTOR OS

FMCGOrbit

ONE ORBIT. EVERY PRINCIPAL. ZERO LEAKS.

Unite HUL, Nestlé, MTR & All Your Brands — Command Every Rupee.

Stop Fighting 6 Different Company Portals Every Morning.

Unite HUL, Nestlé, MTR, ITC, Britannia & Marico on one Windows workstation — pairing 14 Core + N Principal AI Agents, Principals Keep/Watch/Drop Scorecard, 10-Level Click-Through, Client-Wise Collection & Delivery Modules, 2-Way Tally Sync, and Excel + A4/A5 PDF Print Preview on all 27 screens.

HUL (Shikhar / Unify) · NESTLÉ (Distrinet Web) · MTR FOODS (Botree) · ITC (Unnati XML/XLSX) · BRITANNIA (Prism) · DELIVERY & DISPATCH + 11 PACKS

Keep / Watch / Drop

Principals & Beat True Profitability after 18% CC

10-Level Δ₹0

Strict int64 paise + Excel & PDF on all 27 screens

Optional Delivery

Loading/Trip/Unloading (— Uncounted) + 2-Way Tally



BOOK LIVE WINDOWS DEMO · EMAIL

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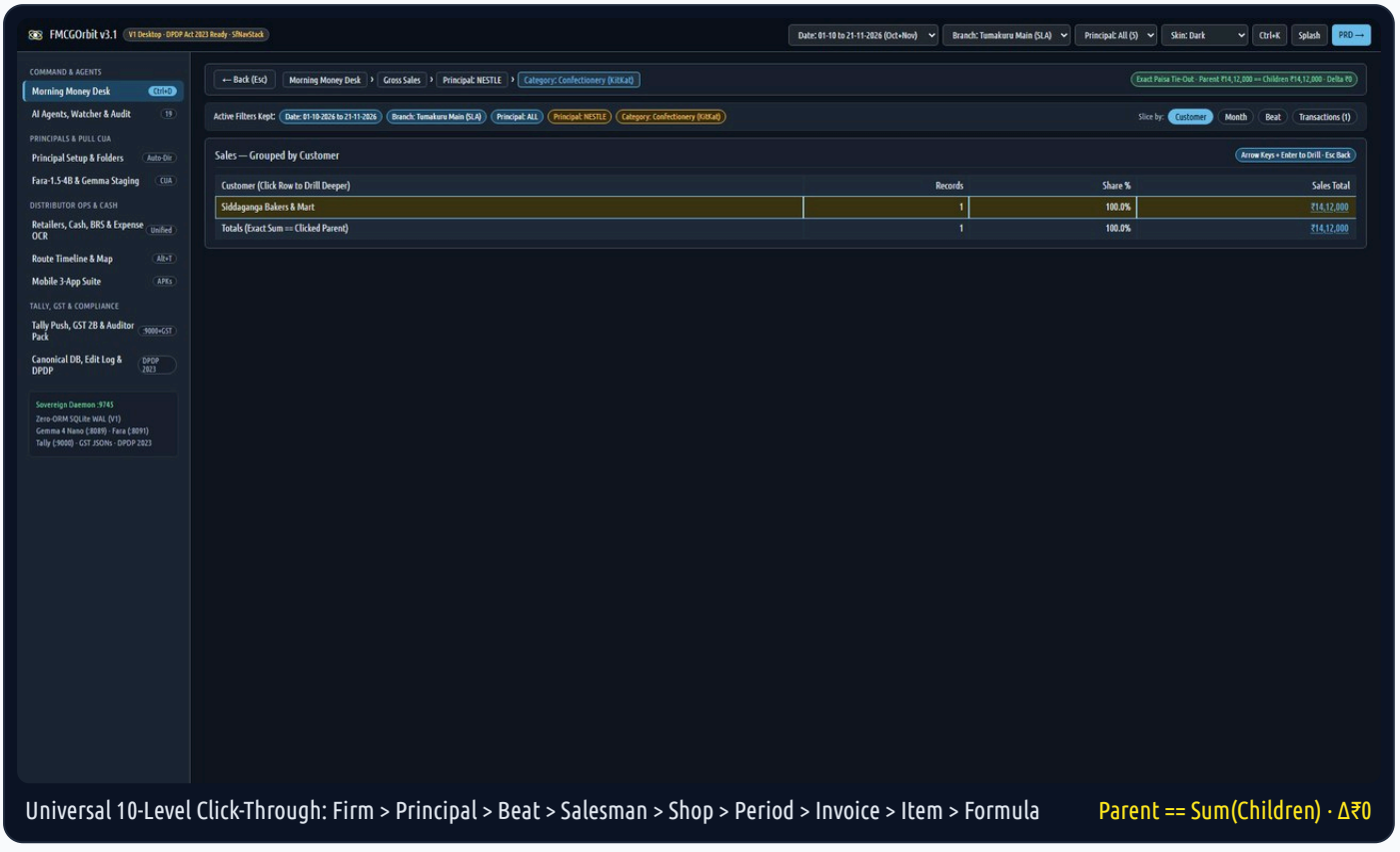
WHATSAPP / PHONE CONSULTATION

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Simple English: Why Multi-Brand Distributors Need One Orbit

Every principal mandates a separate portal and file format, while market collections or van slips often live outside DMS software. FMCGOrbit merges all brands, optional modules, and Tally two-way without changing billing.

Distributor Blind Spot	Old Way (6 Portals + Manual Excel)	FMCGOrbit v3.2 (Sovereign Rust + Local AI)
Cross-Brand Exposure	Annapurna Kirana owes across HUL, Nestlé, and ITC — hidden inside separate portal logins.	Golden Retailer 360 Master merges GSTIN limits across every brand and triggers instant L-CRD-04 credit blocks + WhatsApp reminders.
Portals & File Intake	Clerks lose 2 hrs daily logging into portals and renaming spreadsheets across ad-hoc folders.	1-Min Setup + 6 Auto-Folders + Stale 10:30 Watchdog pulls exports cleanly and flags late feeds automatically.
Which Brand to Drop?	High-turnover lines hide slow payments, GSTR-2B risk, expiry loss, and 18% CC burn.	Principals & Beat True P&L Scorecard ranks Keep/Watch/Drop and exports quantified Renegotiation Dossier PDFs.
Optional Delivery & Coll.	Generic tools force rigid workflows even when distributors use principal DMS or Tally/Excel.	Client-Wise & Principal-Wise Toggles let you enable/disable Collections or Full Delivery (Loading, Trip, Unloading).
Tally, Excel & PDF Print	One-way Tally exports go stale; screens lack printable A4/A5 evidence and Excel packs.	2-Way Tally Receipt Pull + Universal Alt+E Excel & Alt+P A4/A5 PDF Print Preview on all 27 screens.



Universal 10-Level Click-Through: Firm > Principal > Beat > Salesman > Shop > Period > Invoice > Item > Formula

Parent == Sum(Children) · Δ₹0

Keyboard-First SfNavStack & Tie-Out

Use Arrow keys + Enter to inspect deeper levels, click any breadcrumb chip to jump back, or press Esc / Backspace with persistent Date, Branch & Principal filters.

Zero Decimal Drift Guarantee

Every amount stores strictly integer paise (int64). Every KPI card, chart bar, Totals pill, Excel cell, and PDF statement reconciles to exact Delta ₹0.

Principal Setup, Atomic 6-Subfolder Creation & 3-Tier Fara-1.5-4B Pull

Add HUL, Nestlé Distrinet, MTR, ITC, Britannia, or Marico once (<200 ms): FMCGOrbit auto-provisions the principal's 6-folder directory tree, isolated Chromium CDP profile, Per-Principal Tally Mode, and dedicated autonomous agent.

```
<DataRoot>/principals/<PRINCIPAL_CODE>/  [<200ms Auto-Created]
  ├─ 01_Sales_Bills/        -> Sales bills, IRN, returns & GST regs
  ├─ 02_Purchase_GRN/       -> Supplier purchase invoices & GRNs
  ├─ 03_Stock_Expiry/       -> Batch/FEFO stock & expiry snapshots
  ├─ 04_Claims_CreditNotes/ -> Sec. 34 GST CNs vs Commercial CNs
  ├─ 05_Collections_Beats/  -> Dealer masters, beats & DMS dumps
  └─ 06_Schemes_Circulars/  -> SKU price lists & scheme PDFs
<DataRoot>/_inbox/              -> Auto-routes via GSTIN / Prefix
<DataRoot>/browser_profiles/<CODE>/ -> Isolated
WebView2/Chromium CDP tab
```

Principal Settings Captured on Onboarding

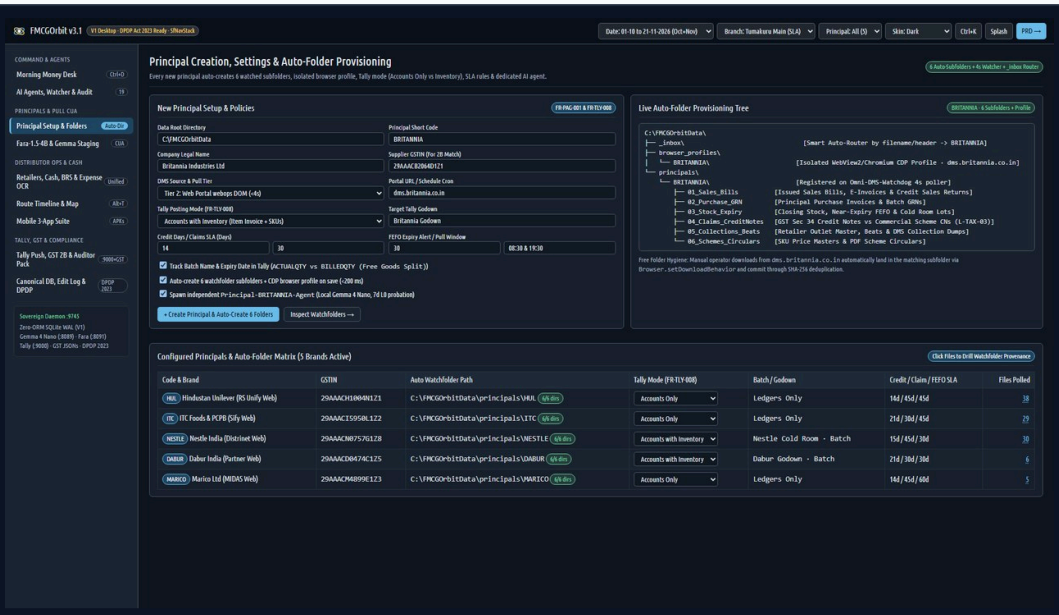
- Identity & Routing: Code, Name, Supplier GSTIN, Bill Prefix (HF/, NES/, MTR/), DMS Type (Web / Folder / Desktop), Portal URL & Cron windows.
- Per-Principal Tally Mode: Choose ACCOUNTS_ONLY (HUL/ITC high-SKU speed), ACCOUNTS_WITH_INVENTORY (Nestlé Cold Room batch/expiry + Free Qty), or HYBRID_PER_VOUCHER.
- SLA & Stock Guardrails: Credit days, Claims aging SLA, FEFO expiry cliff days & dedicated Principal-<CODE>-Agent spawn.

3-Tier Web-First Pull Ladder (FR-CUA-001..008)

- Tier 1 — CDP Intercept & 4s Watcher: Binds Browser.setDownloadBehavior into the 6 subfolders + local DB export connectors.
- Tier 2 — Deterministic webops Replay (<5s): Replays saved DOM flows across report menus at zero AI token cost.
- Tier 3A — Local Microsoft Fara-1.5-4B CUA (:8091): Self-heals changed portal UI buttons in-tab (zero OS mouse hijack), enforces Read-Only CDP guard & pauses cleanly for human CAPTCHA/OTP.

10 Doc Types & 4-Layer Accuracy Funnel

- Covers Purchase/GRN, Sales+IRN, Sales/Expiry Returns, Sec 34 vs Commercial CNs, Batch Stock, SKU Price Lists, Retailer Masters, Collections & Scheme PDFs.
- L1 (0ms): SHA-256 Layout Fingerprint hit -> zero-AI parse.
- L2 (Rust): Hinglish synonyms + arithmetic proof.
- L3 (Gemma 4 Nano): Unknown header fallback (closed schema).
- L4 (Audit-Gate): Staging dry-run (DIFF>10, dup guard, Dr==Cr).



Principal Setup Screen: Live Watchfolders, 6 Subfolders per Principal, SHA-256 Fingerprints & Per-Brand Tally Mode FR-PAG-001..012

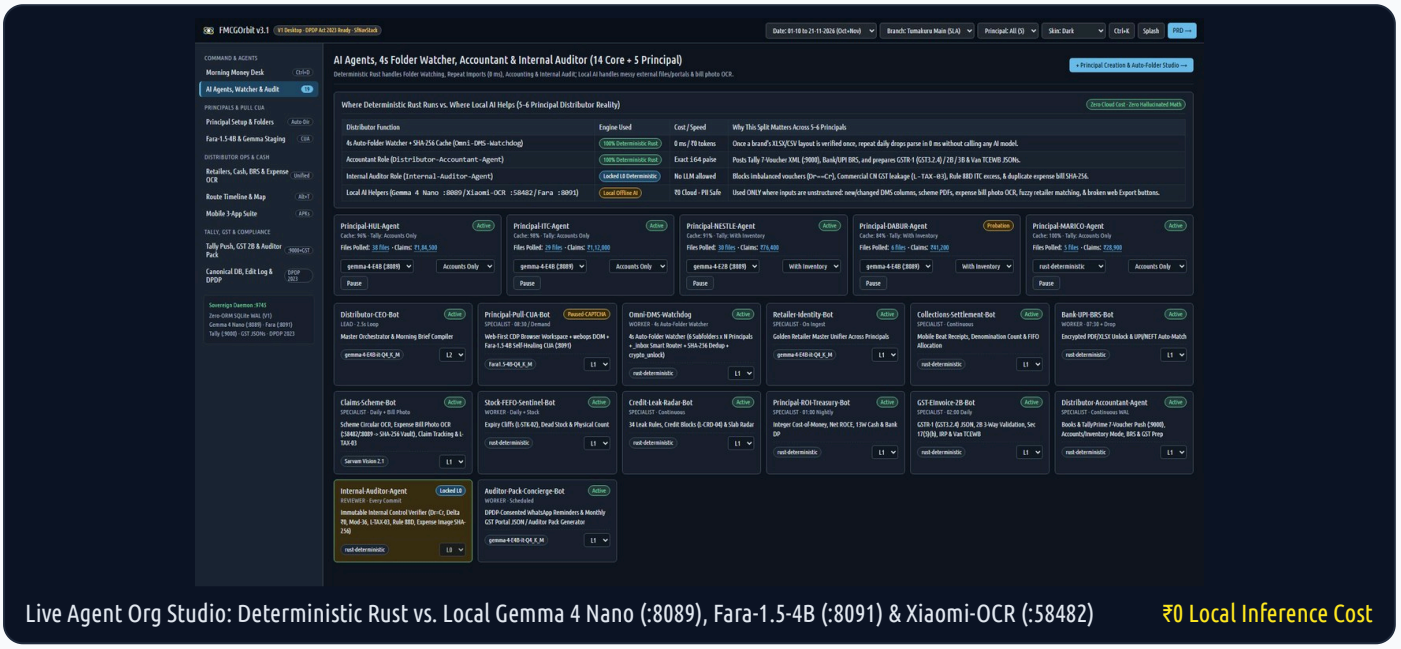
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Autonomous Agent Org: Deterministic Rust + Local Gemma 4 Nano + Fara CUA

Fourteen core specialist bots plus one dynamically spawned agent per principal orchestrate acquisition, normalization, leak scanning, accounting, and statutory control — with an immutable L0 Internal Auditor blocking unverified commits.

Agent ID	Mode / Gate	Engine / Port	Core Ownership & Deterministic Control
Distributor-CEO-Bot	Lead (L2)	Gemma 4 E4B (:8089)	2-min Morning Brief, missing-DMS SLA alerts, A2A coordinator.
Principal-Pull-CUA-Bot	Specialist	Fara-1.5-4B (:8091) + webops	Isolated CDP portal pulls, Tier 2 replay, Fara self-heal; CAPTCHA pause.
Omni-DMS-Watchdog	Worker (L1)	Rust (4s Watchfolder)	Polls 6 subfolders x N brands + _inbox router; PDF unlock & SHA-256 dedup.
Retailer-Identity-Bot	Specialist	Gemma 4 + Rust	Merges brand outlet aliases into Golden Retailer 360 + beat/GSTIN.
Collections-Settlement-Bot	Specialist	Rust Deterministic	Mobile receipts, multi-principal FIFO allocation & denomination count.
Bank-UPI-BRS-Bot	Worker (L1)	Rust Deterministic	Unlocks bank PDFs, auto-matches NEFT/UPI, flags cheque bounces.
Claims-Scheme-Bot	Specialist	Sarvam / Gemma + Xiaomi-OCR	Scheme PDF OCR, Expense Bill Photo OCR (:58482) & Sec 34 CN separation.
Stock-FEFO-Sentinel-Bot	Worker (L1)	Rust Deterministic	<30d expiry cliff (L-STK-02), dead stock, damaged vs saleable buckets.
Credit-Leak-Radar-Bot	Specialist	Rust Deterministic	Evaluates all 34 Leak Rules + unified L-CRD-04 credit blocks across brands.
Principal-ROI-Treasury-Bot	Specialist	Rust Deterministic	Integer Cost-of-Money (L-CRD/STK), Net Principal ROI & Bank DP .xlsx.
GST-EInvoice-2B-Bot	Specialist	Rust Deterministic	GSTR-1 JSON, 2B 3-Way Validation (Rule 88D), IRP IRN & Van TCEWB.
Distributor-Accountant-Agent	Specialist	Rust Continuous WAL	Tally Cluster :9000–:9005 (7 vouchers), BRS & Monthly Auditor Pack prep.
Internal-Auditor-Agent	L0 (Locked)	Rust Only (Zero LLM)	Enforces Dr==Cr, Delta ₹0, Mod-36 GSTIN, L-TAX-03, dup image SHA-256.
Auditor-Pack-Concierge-Bot	Worker	Gemma 4 / Sarvam (ZDR)	DPDP WhatsApp alerts + Offline SHA-256 Monthly Auditor Pack (.zip).
Principal-<CODE>-Agent (x N)	Per-Brand	Gemma 4 E4B/E2B + Rust	Auto-spawned per company; owns 6 folders, 0ms SHA-256 layout profiles.

1. **Acquire** — Fara / webops / 4s Watcher
2. **Parse** — Gemma 4 Nano / 0ms Cache
3. **Dry-Run** — Golden Masters & i64 Calc
4. **L0 Audit** — Rust Controls & Edit Log
5. **Commit** — Canonical DB + Mirror
6. **Stage 6** — Human Approval + SkillRule



Live Agent Org Studio: Deterministic Rust vs. Local Gemma 4 Nano (:8089), Fara-1.5-4B (:8091) & Xiaomi-OCR (:58482) ₹0 Local Inference Cost

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34 Money Leak Rules, Bill-Wise CC Interest Radar & Net Principal ROI

Stop treating revenue as profit. FMCGOrbit prices every day of working capital at your exact Bank Cash-Credit rate — revealing which principal, overdue bill, salesman, claim, or expiring batch actually drains cash.

Claims & Schemes

L-CLM-01..04: Unraised slab claims, >30d pending settlement, short credits & missing display notes.

Stock & FEFO Loss

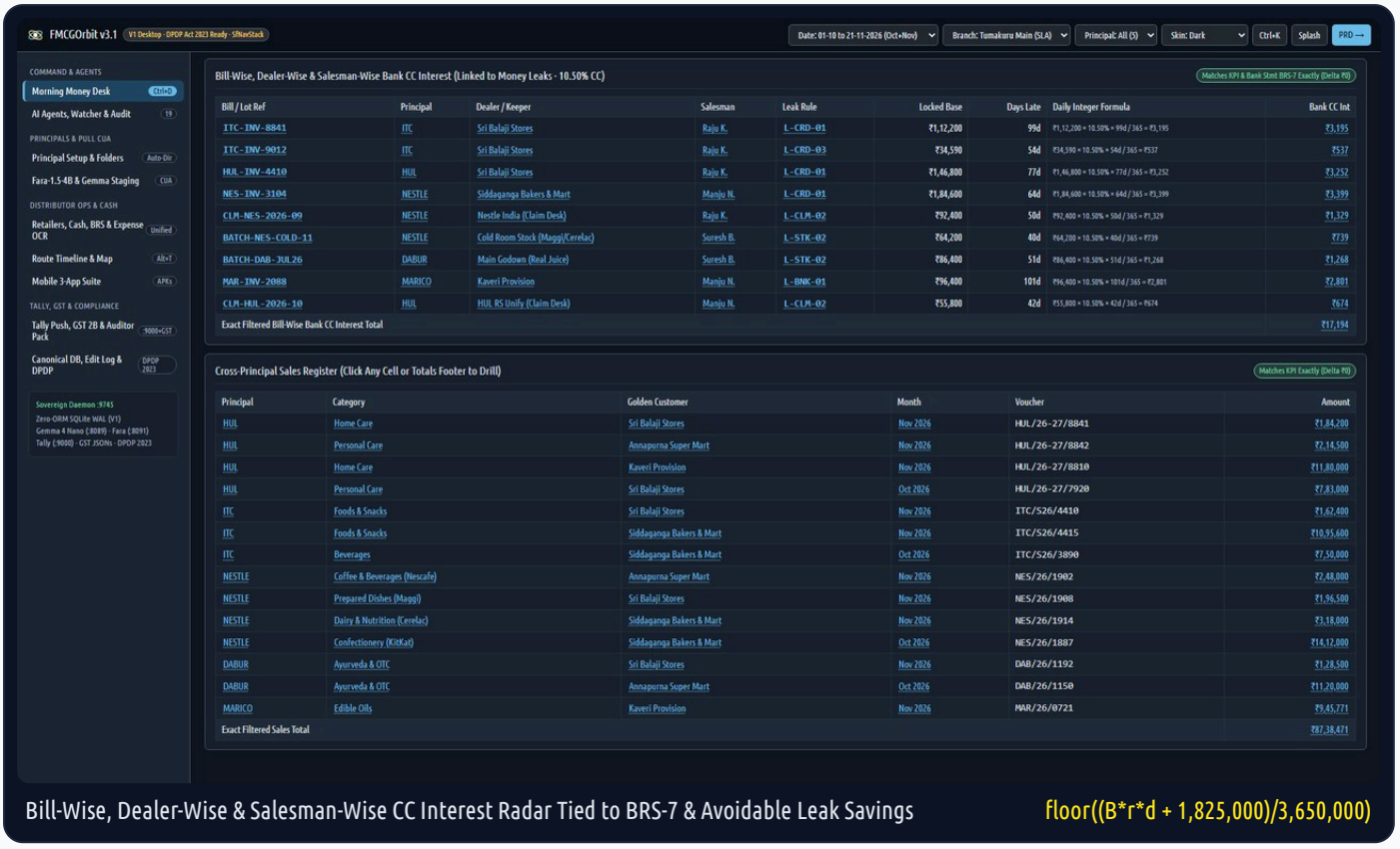
L-STK-01..05: Expired no-claim stock, <30d Nestlé expiry cliff, dead stock & godown variance.

Credit & Cash Guard

L-CRD / CSH / BNK: Multi-brand over-limit block (04), bounced cheques (03), petty shortages & OD arbitrage (L-BNK-02).

Tax & Margin Traps

L-TAX / PRC / BIL: Sec 34 vs Commercial CN corruption (L-TAX-03), pending IRNs (05) & PTR below-margin alerts.



Bill-Wise, Dealer-Wise & Salesman-Wise CC Interest Radar Tied to BRS-7 & Avoidable Leak Savings

floor((B*r*d + 1,825,000)/3,650,000)

10-Level CC Click-Through

Walk from Total CC Interest -> Salesman -> Dealer -> Leak Driver -> Principal -> Exact Bill -> Daily Formula — distinguishing avoidable leak burn from normal capital.

True Net Principal ROI

Computes (Gross Margin + Realized Claims) - (Expiry Damage + Avoidable CC Interest) vs. your OD rate for HUL, Nestlé, MTR & ITC.

13-Week Flow & Bank DP

Template-learned Bank Drawing Power (DP) .xlsx studio deducts expired stock & >90d debtors while preserving native Excel <f> formulas.

3 Dedicated Flutter Mobile Apps, Offline Drift Sync & GPS Route Timeline

Built for Indian field reality: zero-company-code login, mandatory Owner device approval, 365-day Keystore tokens, offline Drift SQLite with idempotent client_uuid, and OpenStreetMap route telemetry under DPDP consent.

1. Collection & Salesman (14 Screens)

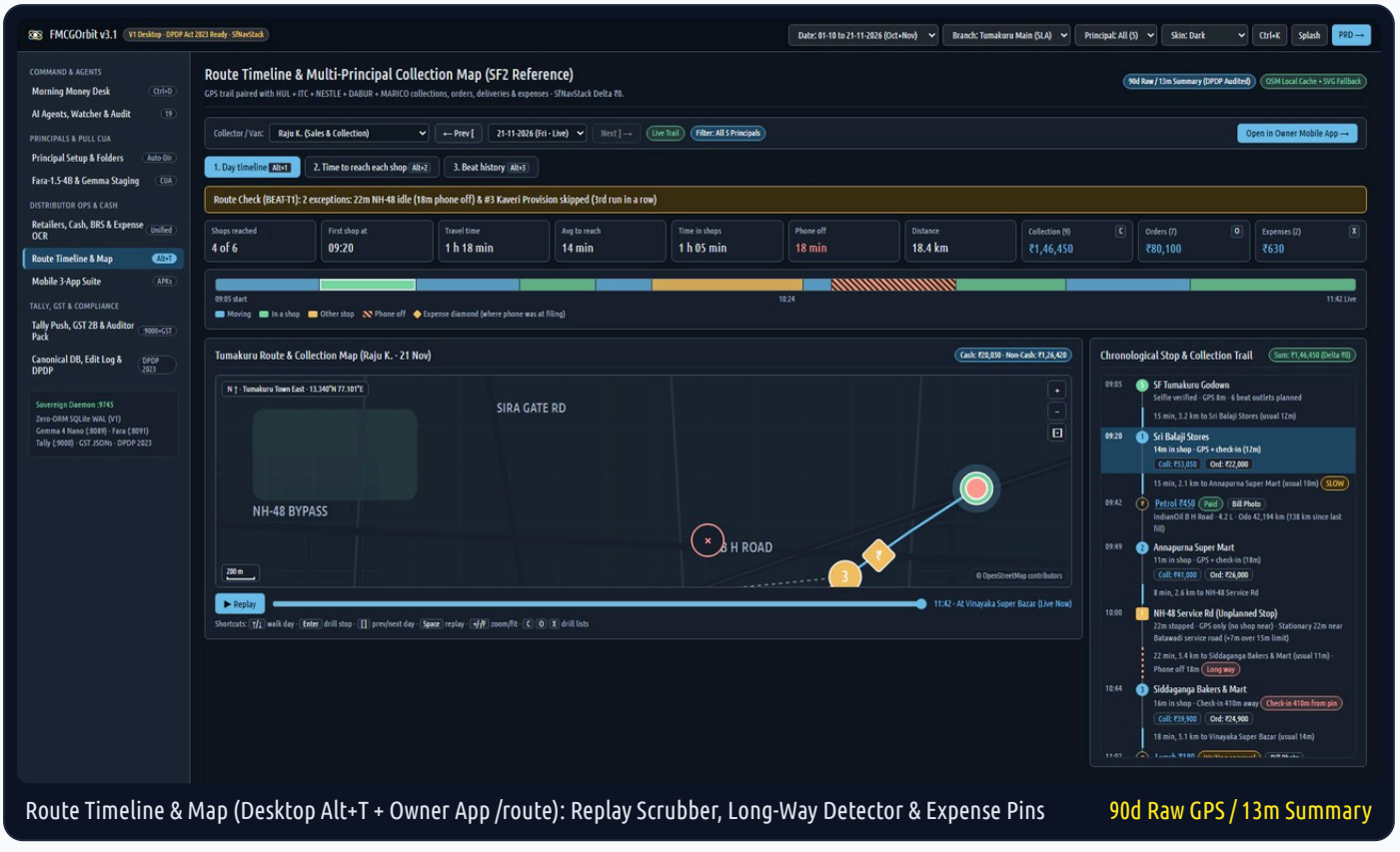
- Unified Golden Dealer 360 exposure across HUL + Nestlé + ITC on one visit.
- Mixed-Tender Receipting: Allocate Cash + Cheque (OCR) + UPI across bills of multiple brands together.
- Bluetooth 80mm thermal print, WhatsApp share & Day Handover PIN lock.

2. Delivery / Van App (5 Screens)

- Consolidated multi-principal Van Load Sheet & numbered OSM stop sequence.
- Line-by-line bill tick-off with instant Short / Damaged / Expired draft return.
- Signature, shop photo, Dealer OTP proof & Mixed-Tender COD (payments[]).

3. Owner Command (10 Screens)

- Live Business Pulse + Agent/Fara Status + CAPTCHA/OTP remote assist.
- 1-tap Stage 6 approvals (L-CRD-04, cash shorts, phone revoke).
- Interactive Route Timeline, full 10-level click-through & multi-firm switcher.



Route Timeline & Map (Desktop Alt+T + Owner App /route): Replay Scrubber, Long-Way Detector & Expense Pins

90d Raw GPS / 13m Summary

Deterministic Rust Route & Long-Way Engine

Filters >100m noise, merges shop stops (≥3m within 50m), flags phone_off ≥15m gaps, infers gps_near outlets from trimmed median coordinates, and detects detours >150% of usual beat time.

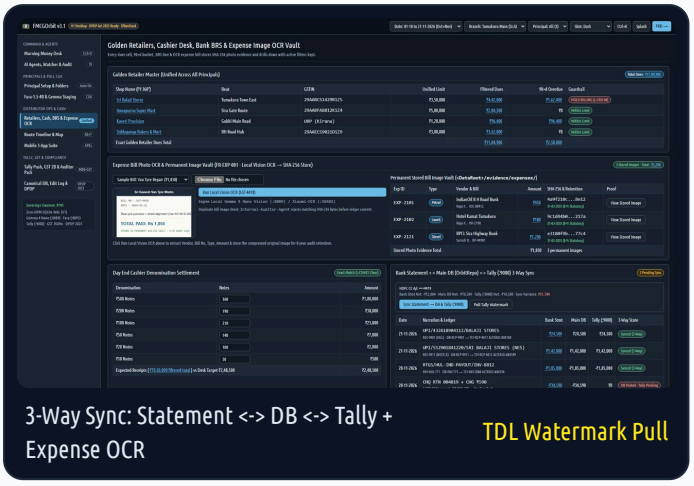
Expense Photo OCR & 8-Yr Rule 14 Vault

Petrol, tyre/van repair & lunch photos extract via local Gemma 4 / Xiaomi-OCR (:58482), deduplicate by image SHA-256, block double DA lunch claims, and archive .webp proof for 8 years.

Complete 7-Voucher TallyPrime Push, 3-Way Bank Sync & Portal Auditor Pack

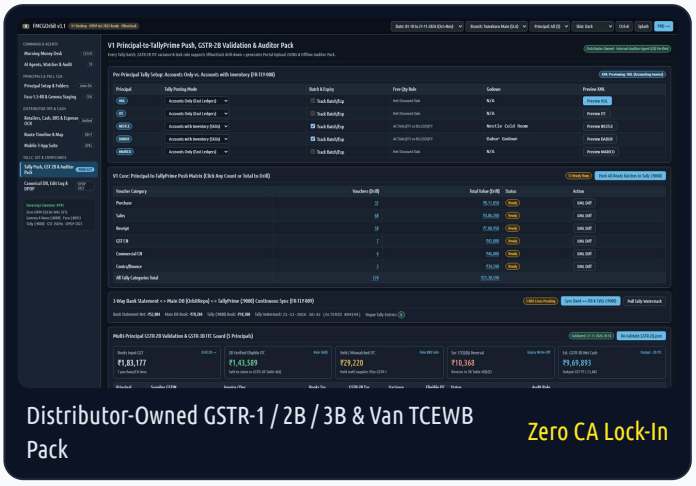
Every principal transaction pushes cleanly into local TallyPrime (:9000–:9005) with pre-created masters, SHA-256 ZIP backup before write, ALTERID tie-out, and zero external CA portal lock-in.

#	Source Desk / Auto-Folder	TallyPrime Voucher	Double-Entry & Statutory Guardrail (Dr == Cr)
1	02_Purchase_GRN	Purchase	Supplier Cr; Purchase Taxable + Input GST Dr; New Ref bill + optional Batch/Expiry.
2	01_Sales_Bills & Counter	Sales	Golden Retailer Dr; Principal Sales + Output GST Cr; embeds DMS Bill No & IRN.
3	Collector / Handover / 05_	Receipt	Cash/Bank Dr; Retailer Cr; multi-principal Agst Ref allocations + UTR/Cheque.
4	04_Claims_CreditNotes	GST Sec 34 Credit Note	Reverses Taxable + CGST/SGST/IGST linked to Original Bill & Date (GSTR-1 CDNR).
5	Display / Trade Scheme CN	Commercial CN (Journal)	Claim/Discount ledger only — ZERO GST ledger touch (L-TAX-03 protection).
6	Sales / Expiry Returns	Credit Note / Stock Jrnl	Segregates saleable stock vs. Damaged/Expiry godown awaiting claim (L-STK-05).
7	Bank-UPI-BRS-Bot	Payment / Contra / Rev	Supplier payouts, bank charges, cheque bounce reopening & 3-way ALTERID sync.



3-Way Sync: Statement <-> DB <-> Tally + Expense OCR

TDL Watermark Pull



Distributor-Owned GSTR-1 / 2B / 3B & Van TCEWB Pack

Zero CA Lock-In

Safe Tally Engine & 2-Way Receipt Pull

Deploys fmcgorbit_bridge.tdl, supports Accounts Only, Inventory FEFO or Hybrid per brand, pulls Tally receipts/CNs two-way (even if Collections OFF), and creates SHA-256 ZIP backups.

7-File Offline Monthly Auditor Pack (.zip)

Bundles GSTR-1 (GST3.2.4), 3-Way GSTR-2B JSON/XLSX (Rule 88D), Supplier 2B Hold Notices, GSTR-3B Working, Commercial vs Sec 34 CN Register, Van TCEWB + IRN & Tally ALTERID.

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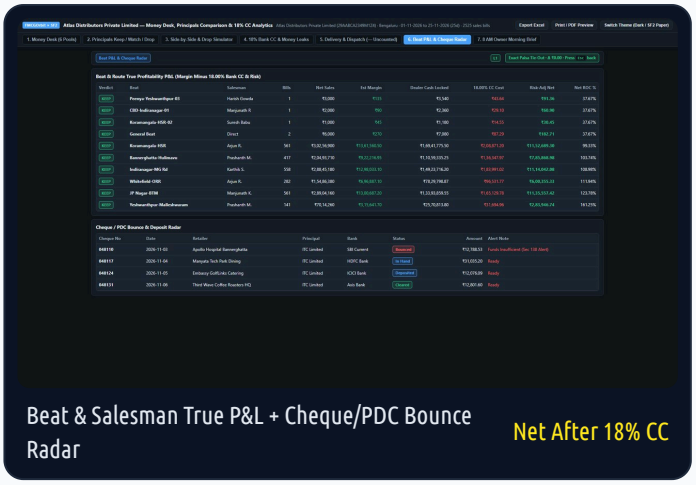
Principals Compare (Keep / Watch / Drop) & True Route / Salesman P&L

Turnover hides losses when delayed collections, near-expiry stock, and missing GSTR-2B credits sit under your 18% Bank CC overdraft. Rank every principal and beat cleanly — and export Excel or A4/A5 PDF from all 27 screens.



Principals Scorecard & Renegotiation Dossier PDF

Keep / Watch / Drop



Beat & Salesman True P&L + Cheque/PDC Bounce Radar

Net After 18% CC

Drop Simulator & Dossier PDF

Shows exact working capital released and annual 18% Bank CC interest saved before you drop a low-ROC brand — plus a 1-click Renegotiation Dossier A4 PDF calculating extra margin or credit-day asks.

Beat & Salesman True P&L

Deducts 18% financing cost, petrol/van expenses, and van shortages from gross margin to mark every beat and salesman KEEP, WATCH, or DROP.

27-Screen Excel & PDF Preview

Like StockistFlow 2.0 Windows, every screen and L2–L10 view offers Alt+E Multi-Sheet .xlsx and Alt+P / Ctrl+P Vector A4/A5 PDF Print Preview.

Cheque / PDC Bounce & Sec 138 Radar

Tracks In-Hand vs. Deposited vs. Bounced cheques in Bank Match, generates Deposit Slip PDFs, and triggers automatic Trip Sheet credit holds.

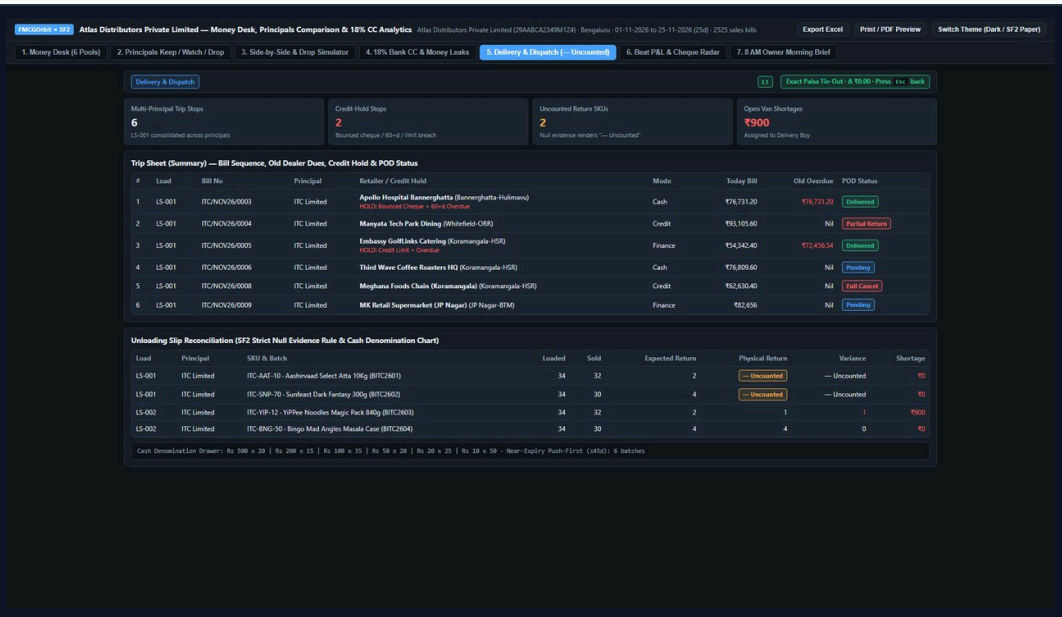
WhatsApp / UPI Reminders & Client Toggles

Copies bill-wise overdue WhatsApp reminders + prints dealer statements in 1 click, while toggling Collection/Delivery modules per client or principal.

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Optional Client-Wise Delivery System & All 11 Profit Protectors

Enable full multi-principal van dispatch cleanly for clients who want it (or keep Principal DMS mode per tenant/brand), backed by 11 high-impact operational controls built directly for agency owners.



Optional Delivery Suite: Loading Slip, Trip Sheet (Credit Hold + Denomination Drawer), Unloading (— Uncounted) & Van Shortages

Client & Brand Configurable

Loading Slip (SF2)

Multi-principal New Load, Bills++, Product++, recreate, t-CEWB & audited Lock/Release (mandatory reason).

Trip Sheet & Denom

Stop sequence, Credit-Hold alerts (60+d/limit/bounced), Old Overdue, 500..10 cash drawer, UPI & quick POD.

Unloading Strict Rule

Empty physical counts stay explicitly marked — Uncounted (never silently 0); live mobile POD auto-syncs expected returns.

Van Shortages

Assigns variance to delivery boy; Owner settles as Recovered, Written Off, or Carried Forward with audit reason.

Enhancement Pack (All 11 Built-In)	Automated Daily Owner Protection & Output
#1–#4 Treasury & Collections	Principals Renegotiation Dossier PDF • Cheque/PDC Bounce Radar & Deposit PDF • Beat/Rep True P&L • 1-Click WhatsApp/UPI Overdue Reminder + Statement PDF.
#5–#7 Expiry, Claims & Feed SLA	Near-Expiry <=45d "Push First" Morning Sheet PDF (attached to vans) • Claims <=7d Forfeiture Countdown • Configurable 10:30 AM Stale DMS Feed Watchdog.
#8–#11 POD, Tally, 2B & Brief	Live Mobile POD -> Auto-Unloading • 2-Way Tally Receipt Pull (works with Collections OFF) • GSTR-2B Supplier Hold Notice PDF • 8 AM Owner Morning Brief PDF.

Sovereign Architecture: Institutional Brain, Canonical DB, 7 Roles & DPDP Act 2023

Built for total distributor data sovereignty: runs portable offline on your Windows billing counter (SQLite WAL + FTS5) with a drop-in PostgreSQL Twin path for cloud scale — zero external dependency, zero credential leaks.

Institutional Brain (orbit-brain)

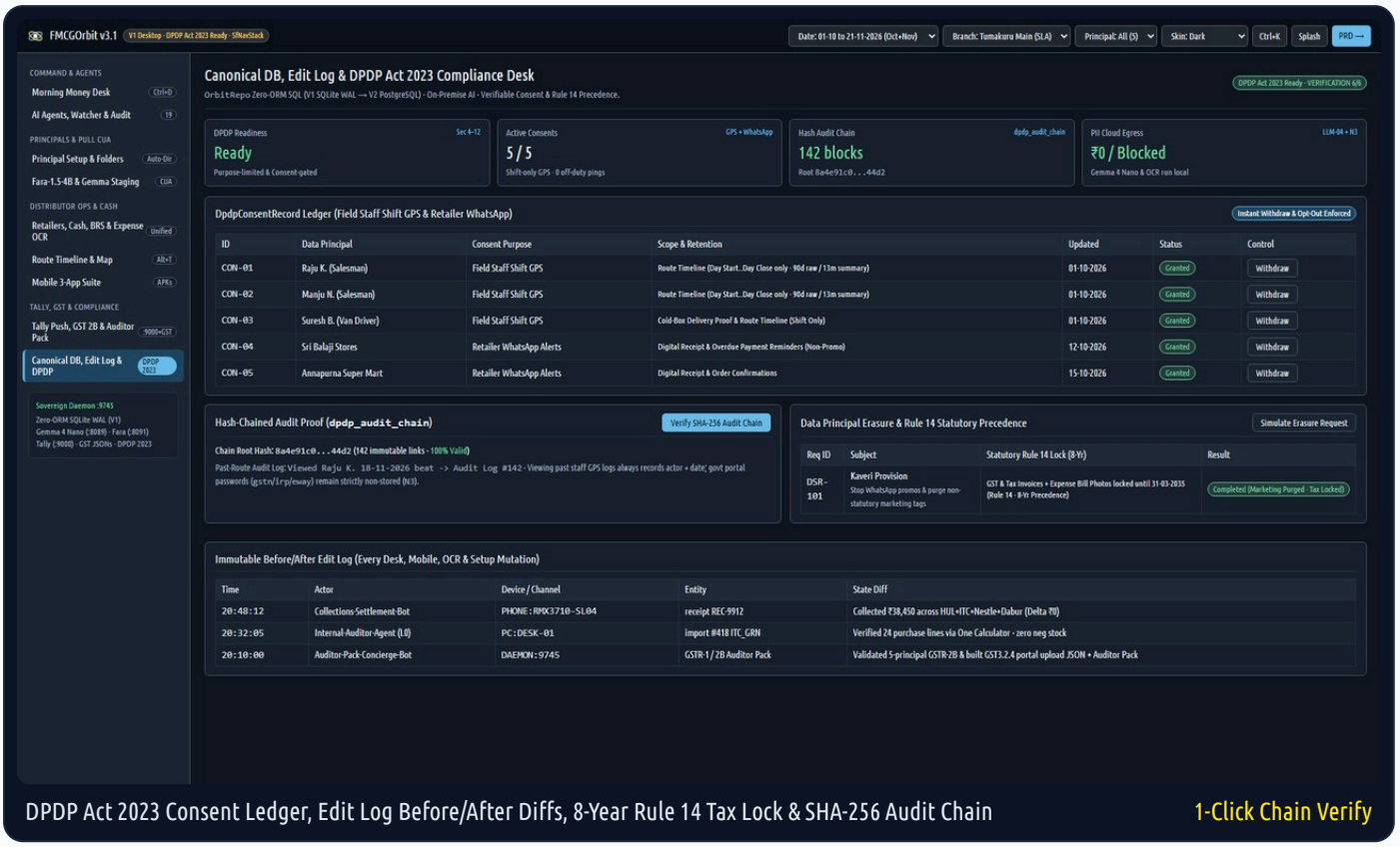
Compiled truth + append-only Markdown dossiers across 8 FMCG schemas, hybrid BM25 + 128-dim cosine search, and a 2-Incident Owner Promotion Gate before creating persistent SkillRule automation.

Canonical Dual-Engine DB

Zero-ORM OrbitRepo trait spans SQLite WAL (V1 Portable Windows) and PostgreSQL (V2 multi-counter), isolated across 6 domains with strict per-firm boundaries (no cross-firm joins).

7 RBAC Roles & AES-256-GCM Vault

Owner, Accountant, Internal Auditor, Cashier, Billing Operator, Godown Keeper & Salesman. Tax passwords excluded (Rule N3); secrets never enter LLM/Fara prompts (INV-08).



DPDP Act 2023 Consent Ledger, Edit Log Before/After Diffs, 8-Year Rule 14 Tax Lock & SHA-256 Audit Chain — 1-Click Chain Verify

V1 Windows Standalone Today -> V2 Scale Later

V1 bundles FMCGOrbit.exe, orbitd.exe, orbit-agent.exe, embedded Web SPA, and offline licensing (USB dongle / signed license) right inside your warehouse PC.

Sovereign AI Data Privacy Guarantee

Local Gemma 4 Nano (:8089), Fara-1.5-4B (:8091), and Xiaomi-OCR (:58482) keep 100% of invoices, retail contacts & bank rows inside your office PC.

ONE ORBIT. EVERY PRINCIPAL. ZERO LEAKS.

Ready to unite HUL, Nestlé, MTR, ITC, Britannia & Marico with autonomous AI agents on Windows? Book a live distributor walkthrough today.

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