AISEVAK.IN · TOOL CATALOGUE

Building Materials & Hardware — 104 tools

All tools · at-a-glance descriptions · Generated 27 Aug 2026

This is the full list of AiSevak tools in this industry, each with a short description of what it produces. Open any tool on aisevak.in to run it.

Business Setup & Dealership

Building Materials Business Setup Guide

Produces a setup plan for a building-materials/hardware business — entity, registrations, location and godown/showroom, product mix, brand dealerships, working capital and a launch checklist. Use it to start out. For the full plan use the Business Plan.

Building Materials Business Plan

Builds a structured business plan for a building-materials/hardware business — market, product and channel model, brand strategy, financials and milestones. Use it for a loan or investor. For unit economics use the Store P&L Modeller.

Brand Dealership Acquisition Kit

Produces a kit to secure a brand dealership/distributorship — eligibility and infrastructure expected, the pitch, security deposit and credit terms, target and margin structure, and application steps — so you land the brands you want. Use it to approach companies. For the agreement use the Dealership / Distributor Agreement.

Location & Catchment Analysis

Analyses a proposed location for a building-materials business — construction demand in the catchment, competition, access for heavy vehicles, visibility and space suitability — with a go/no-go. Use it before signing a lease. For the full setup use the Business Setup Guide.

Product Line Feasibility Study

Analyses whether to add a product category (e.g. tiles showroom, paints, plywood) to your business — demand, investment, margin, space and working-capital fit — with a go/no-go. Use it before expanding your range. For overall category strategy use the Product Range & Category Plan.

Store Organisation & Roles Planner

Designs the organisation for a building-materials business — counter sales, field/contractor sales, godown and loading, purchase, accounts/credit control — with roles and reporting as you scale. Use it to structure the team. For hiring use the Staff Hiring Kit.

Multi-Branch / Expansion Plan

Builds a plan to open additional branches or a second location — site and demand, funding and working capital, inventory and credit exposure, and management structure — so expansion is funded and controlled. Use it to plan growth. For a single new-line decision use the Product Line Feasibility Study.

Product Range & Category

Product Range & Category Plan

Builds a product-range and category plan — which categories, brands and SKUs to stock at what depth, must-stock vs on-order, and margin/velocity balance — so you carry the right range without dead stock. Use it to plan your assortment. For adding a new category use the Product Line Feasibility Study.

Cement Selection & Advisory

Produces a cement advisory for a customer job — grade (OPC 43/53, PPC, PSC) and brand suitability by application, quantity estimation, storage and usage dos and donts, and BIS/ISI quality checks — so you advise credibly and sell the right product. Use it as a counter-selling and customer-guidance tool. For steel use the TMT Steel Selection & Advisory.

TMT Steel Selection & Advisory

Produces a TMT steel advisory for a customer job — grade (Fe500/Fe500D/Fe550), brand and bar-size suitability, approximate quantity/weight estimation, and BIS/quality and storage checks — so you advise credibly and sell right. Use it for steel counter-selling. For cement use the Cement Selection & Advisory.

Tiles & Sanitaryware Selection Advisory

Produces a tiles/sanitaryware advisory — tile type (vitrified/ceramic/GVT), size, finish and application area suitability, quantity estimation with wastage, and adhesive/grout attach — so you guide customers well and upsell. Use it for showroom selling. For quantities across the job use the Material Quantity Estimator.

Paint Selection & Estimation Advisory

Produces a paint advisory — interior/exterior product and finish selection, surface and prep guidance, quantity estimation by area and coats, and putty/primer/attach items — so you advise credibly and sell the full system. Use it for paint counter-selling. For a project use the Material Quantity Estimator.

Plywood & Laminate Selection Advisory

Produces a plywood/laminate advisory — grade (MR/BWR/BWP, IS710 marine, commercial vs gurjan), thickness and brand suitability by application, laminate/veneer choices, quantity estimation and quality checks — so you guide credibly and sell the system. Use it for woodwork counter-selling. For estimation use the Material Quantity Estimator.

Material Quantity Estimator

Estimates the quantity of key materials for a construction job from area/scope — cement, steel, sand, aggregate, bricks/blocks, tiles, paint — with rule-of-thumb assumptions, so you can quote and advise customers on what they need. Use it to size an order. For a formal quotation use the Quotation & Order Builder.

Inventory & Warehouse

Inventory & Stock Management SOP

Writes an inventory management SOP for a building-materials business — inward/GRN and quality check, storage by category, FIFO for cement, batch/shade tracking for tiles, issue and billing linkage, and periodic audits — so stock is accurate and losses are low. Use it to run the godown. For reorder levels use the Stock Norms & Reorder Planning tool.

Godown Layout & Handling Design

Designs a godown/yard layout and material-handling plan — zoning by category and weight, cement/steel stacking, tile/breakables storage, loading/unloading flow and equipment — so heavy material moves fast and safely with minimal damage. Use it to plan or fix your godown. For safety specifically use the Material Handling & Safety SOP.

Stock Norms & Reorder Planning

Sets stock norms and reorder logic for building materials — min/max and reorder levels by velocity, brand lead time and company supply schedule, seasonality and price-movement buying — so you avoid both stockouts and money stuck in stock. Use it to plan buying. For the P&L impact use the Working Capital Planner.

Damage, Breakage & Wastage Control

Builds a plan to control damage, breakage and wastage — cement caking/hardening, tile/sanitaryware breakage, steel rust, and handling losses — with root-cause fixes and a returns/claims process with companies. Use it when losses are high. For godown discipline use the Inventory & Stock Management SOP.

Stock Audit & Reconciliation SOP

Writes a stock-audit and reconciliation SOP — cycle and full physical counts, weighbridge verification for steel, book-vs-physical reconciliation, shortage investigation and pilferage detection — so book stock matches reality and theft is caught. Use it to run audits. For the day-to-day SOP use the Inventory & Stock Management SOP.

Material Handling & Safety SOP

Writes a material-handling and safety SOP — safe loading/unloading, lifting and stacking, equipment use (hydra/forklift), dust and injury prevention, and worker protective gear — so heavy-material handling does not cause injuries. Use it to protect workers and reduce liability. For godown layout use the Godown Layout & Handling Design.

Inventory & Billing Software Selection

Guides selecting inventory and billing software for a building-materials dealer — must-have features (multi-unit/weight, batch, GST e-invoice/e-way, credit ledgers, brand-wise stock), integration and cost — so you digitise without overbuying. Use it before buying software. For stock discipline use the Inventory & Stock Management SOP.

Purchasing & Brand Management

Purchase Planning & Ordering SOP

Writes a purchase-planning and ordering SOP — demand-based ordering, aligning to company credit and scheme cycles, order quantities vs working capital, and approval controls — so buying is disciplined and not driven by pushy sales officers. Use it to control purchasing. For scheme math use the Brand Scheme & Rebate Optimization tool.

Brand Scheme & Rebate Optimization

Analyses company target schemes and rebates from discrete inputs — slab structure, your run-rate, extra buying needed and the holding/cash cost — to tell you whether chasing a slab is profitable or a trap. Use it before loading stock for a scheme. For claiming it use the Company Claims & Rebate Reconciliation tool.

Company / Supplier Terms Negotiation

Builds a negotiation plan for company/supplier terms — margins, credit period and limit, scheme structures, exclusivity/territory, and support (display, freight, damage claims) — so you secure better terms using your volume and market standing. Use it before term negotiations. For dealership acquisition use the Brand Dealership Acquisition Kit.

Price Tracking & Buying Strategy

Builds a price-tracking and buying strategy for volatile materials (cement, steel) — reading price trends, buying on dips vs hand-to-mouth, pass-through to customers, and balancing opportunity against holding and price-fall risk — so price movements help rather than hurt you. Use it for buying decisions. For reorder norms use the Stock Norms & Reorder Planning tool.

Inward Transport & Freight Management

Builds a plan to manage inward freight on heavy materials — company-delivered vs self-lifted, freight negotiation and per-unit costing, e-way and weight verification, and demurrage/detention control — so inbound logistics cost is minimised and verified. Use it to control inbound freight. For outbound delivery use the Delivery & Logistics SOP.

Multi-Brand Portfolio Management

Helps manage a multi-brand portfolio — balancing competing brands you deal, allocating working capital and push by margin/scheme, honouring exclusivity/non-compete terms, and keeping company relationships healthy — so all lines contribute without one starving the others. Use it when you carry many brands. For scheme math use the Brand Scheme & Rebate Optimization tool.

Company Claims & Rebate Reconciliation

Builds a system to track and reconcile all dues from companies — scheme rebates, quantity discounts, damage/breakage claims, freight subsidies and price-protection — so nothing owed to you goes uncollected. Use it to plug lost income. For scheme decisions use the Brand Scheme & Rebate Optimization tool.

Sales & Counter Operations

Counter Sales & Billing SOP

Writes a counter sales and billing SOP — enquiry to quote to bill, correct rate/weight/GST, credit check, no-bill-no-issue discipline, and daily cash/stock tally — so the counter is fast, accurate and leak-free. Use it to run the counter. For quotes use the Quotation & Order Builder.

Quotation & Order Builder

Builds an itemised material quotation — line items with quantity, unit rate, taxes, delivery and validity, plus payment/credit terms — so customers and contractors get a clear, professional quote you can convert to an order. Use it to quote a job. For estimating quantities first use the Material Quantity Estimator.

Contractor & Builder Sales Playbook

Builds a playbook to win and retain contractor and builder accounts — relationship building, credit and service expectations, project-based supply, and loyalty without over-exposing on credit — since these accounts drive volume but also risk. Use it to grow B2B sales. For the credit side use the Contractor Credit & Collections Policy.

Upsell & Cross-Sell Guide

Builds an upsell and cross-sell guide — the natural attach items and upgrades for each purchase (cement to waterproofing/admixture, tiles to adhesive/grout/trims, paint to putty/primer, plywood to hardware/adhesive) — so counter staff raise the basket value and serve the job fully. Use it to lift per-bill value. For range planning use the Product Range & Category Plan.

Delivery & Logistics SOP

Writes an outbound delivery and logistics SOP — order-to-delivery flow, vehicle and load planning, gate-pass and e-way, site delivery and unloading, POD and returns — so deliveries are timely, verified and damage-free. Use it to run deliveries. For inbound freight use the Inward Transport & Freight Management tool.

Customer Service & Complaint SOP

Writes a customer-service and complaint SOP — quality complaints (cement setting, tile shade/breakage, steel), delivery and billing issues, company-warranty routing, and service recovery — so complaints are resolved and reputation protected. Use it to set service standards. For reviews use the Local Marketing & Reputation tool.

Sales Tracking & Reporting

Designs a sales tracking and reporting system — daily/monthly sales by product and brand, margin tracking, customer-wise sales and outstanding, and salesman performance — so you manage the business by numbers. Use it to build reporting. For financials use the Store P&L Modeller.

Showroom Selling Playbook

Builds a showroom selling playbook for tiles/sanitaryware/paint — greeting and discovery, display and sample use, design guidance and combinations, quotation and closing, and follow-up — so walk-ins and browsers convert into orders. Use it for showroom conversion. For product advice use the Tiles & Sanitaryware Selection Advisory.

Project & Bulk Supply

Project Supply Planning & Scheduling

Builds a project supply plan for a construction site — phasing material supply to construction stages, quantities and delivery schedule, credit exposure control, and coordination with the site — so you win project supply and manage it profitably. Use it for project/builder supply. For the quote use the BOQ-Based Project Quotation tool.

BOQ-Based Project Quotation

Builds a BOQ-based project quotation from discrete line items — each material with quantity, rate, tax and delivery, plus commercial terms and price-validity — so you can bid for project material supply with clear, protected pricing. Use it to quote a builder/project. For scheduling use the Project Supply Planning tool.

Project Credit Risk Assessment

Assesses the credit risk of supplying a builder or project on credit — the builder track record, project funding and sales, exposure vs your capacity, and safeguards (PDCs, milestone billing, caps, personal guarantee) — so you avoid the big default that wipes out years of margin. Use it before extending project credit. For the policy use the Contractor Credit & Collections Policy.

Builder / Developer Tie-Up Plan

Builds a plan to tie up with builders/developers as a preferred material supplier — the value proposition (single-window, credit, delivery, quality), relationship building, and protecting yourself on credit and exclusivity — so you win recurring project volume. Use it to build builder relationships. For credit safety use the Project Credit Risk Assessment.

Government / Institutional Tender Supply

Structures a bid for government/institutional building-material supply tenders — eligibility and EMD, technical (brands/BIS/quality) and commercial bid, delivery and payment terms, and compliance — so your tender submission is complete and competitive. Use it for tender supply. For a private BOQ use the BOQ-Based Project Quotation tool.

Project Rate Contract Management

Helps manage an ongoing project rate contract — tracking supply against the BOQ and rates, handling price movements within the escalation terms, billing and payment milestones, and variation/extra-item handling — so a long supply contract stays profitable and disputes are avoided. Use it during a project contract. For the initial quote use the BOQ-Based Project Quotation tool.

Site Delivery Coordination

Builds a site-delivery coordination approach for project supply — indent and scheduling with the site, access and unloading arrangements, delivery documentation and site sign-off, and handling site delays/rejections — so project deliveries are smooth and disputes are avoided. Use it for project logistics. For general delivery use the Delivery & Logistics SOP.

Pricing, Margins & Schemes

Pricing Strategy & Rate Card

Builds a pricing strategy and rate card — differentiated pricing for retail/contractor/project, landed-cost-plus for volatile items, margin bands by category, and price-update discipline — so you hold margin while staying competitive. Use it to set pricing. For margin tracking use the Margin Management & Analysis tool.

Margin Management & Analysis

Analyses margins across your product mix from discrete inputs — category-wise margin, the mix effect, hidden costs (freight, damage, credit, schemes) and where margin actually leaks — so you focus on profitable lines and plug leaks. Use it to improve profitability. For the P&L use the Store P&L Modeller.

Discount & Negotiation Policy

Builds a discount and negotiation policy — approval limits by role, discount bands by customer/volume, what to give instead of price (delivery, credit, free items), and handling the everyone-negotiates culture — so discounting is controlled, not reflexive. Use it to plug discount leakage. For pricing use the Pricing Strategy & Rate Card.

Customer Loyalty / Retail Scheme Design

Designs a customer-loyalty or retail scheme — points/rewards for repeat purchase, referral incentives, and festive offers — structured so it drives repeat and referrals without just discounting. Use it to build retail loyalty. For contractors use the Contractor Incentive / Loyalty Program.

Contractor Incentive / Loyalty Program

Designs a contractor/mason loyalty and incentive program — volume rebates, meets/gifts, credit privileges and recognition — so masons and contractors influence material choice toward you and stick. Use it to build contractor loyalty ethically. For the sales side use the Contractor & Builder Sales Playbook.

Competitive Pricing Response

Builds a response to competitor price pressure — when to match, when to hold and add value, differentiating on range/credit/delivery/reliability, and avoiding a margin-destroying price war — so you defend business without destroying margin. Use it when a competitor undercuts you. For positioning use the Value-Based Selling Guide.

Value-Based Selling Guide

Builds a value-selling approach and talk tracks — framing your range, credit, delivery, quality assurance and reliability as worth a fair price — so staff can defend price and win value customers rather than only competing on rate. Use it to train the counter. For price-war defence use the Competitive Pricing Response tool.

Price List & Update Management

Builds a system to keep selling prices current — capturing company price circulars and cost changes, updating rate cards and billing software, communicating to staff, and repricing existing stock on rising markets — so you never sell at stale low prices. Use it to manage frequent price changes. For pricing logic use the Pricing Strategy & Rate Card.

Credit & Collections

Contractor Credit & Collections Policy

Builds a credit and collections policy — who gets credit and how much, terms and security (PDCs, guarantee), ageing and stop-supply triggers, and a collection routine — so receivables do not choke your working capital or become bad debt. Use it as your credit backbone. For a single customer use the Customer Credit Appraisal tool.

Customer Credit Appraisal

Appraises a specific customer for credit — track record, market reputation, business stability, requested exposure vs risk, and the security to take — giving a recommended credit limit and terms. Use it before extending credit to a new/growing customer. For the overall policy use the Contractor Credit & Collections Policy.

Collections Process & Follow-Up SOP

Writes a collections SOP — statement/reminder cadence, follow-up scripts, escalation from polite to firm, linking collection to further supply, and recording promises-to-pay — so money comes in on time without souring relationships unnecessarily. Use it to run collections. For overdue analysis use the Outstanding & Ageing Management tool.

Cheque Bounce & Recovery Handling

Guides handling a bounced cheque — immediate steps, the Section 138 legal notice and process, negotiation vs legal action, stopping further supply, and preventing recurrence — so you recover money and use legal leverage correctly. Use it when a cheque bounces. For prevention use the PDC & Security Management tool.

Outstanding & Ageing Management

Designs an outstanding and ageing management system — an ageing report by customer and bucket, DSO tracking, priority-collection targeting of the riskiest/oldest, and provisioning for doubtful debts — so receivables stay controlled and surprises are avoided. Use it to manage the ledger. For the collection routine use the Collections Process & Follow-Up SOP.

PDC & Security Management

Builds a system to take and manage credit security — post-dated cheques, personal guarantees, and (for large exposure) charges — including PDC custody, presentation discipline and revalidation, so your credit is backed and enforceable. Use it to secure receivables. For appraisal use the Customer Credit Appraisal tool.

Bad Debt Prevention & Recovery

Builds a bad-debt prevention and recovery approach — early warning and prevention, negotiation and settlement, legal recovery options (Section 138, summary suit, MSME dues) and write-off discipline — so you minimise losses and recover what you can. Use it for problem accounts. For cheque bounce specifically use the Cheque Bounce & Recovery Handling tool.

Credit Risk Dashboard

Designs a credit-risk dashboard — total and customer-wise exposure vs limits, ageing, DSO, security coverage, and risk-flagged accounts — so you see and control credit health at a glance. Use it to monitor credit. For the policy use the Contractor Credit & Collections Policy.

Marketing & Customer Acquisition

Local Marketing & Reputation

Builds a local-marketing plan for a building-materials business — local visibility, contractor and site outreach, signage and van branding, WhatsApp and reviews — so nearby homeowners, contractors and builders come to you first. Use it for local growth. For online listings use the Google Business Profile & Local SEO tool.

Google Business Profile & Local SEO

Builds a Google Business Profile and local-SEO plan for a building-materials store — profile optimisation, categories and photos, reviews, and local search visibility — so people searching for cement/tiles/hardware nearby find you. Use it to build online discovery. For the wider plan use the Local Marketing & Reputation tool.

Mason & Applicator Network Building

Builds a plan to develop a network of masons, painters, plumbers, electricians and tile-fitters who influence material choice — engagement, training/product demos, meets and fair rewards — so tradespeople bring their customers to you. Use it to build influencer trades. For the reward structure use the Contractor Incentive / Loyalty Program.

Referral & Word-of-Mouth Program

Designs a referral and word-of-mouth program — incentivising satisfied homeowners, contractors and trades to refer, and making referrals easy and rewarded — so your best marketing channel becomes systematic. Use it to drive referrals. For trades specifically use the Mason & Applicator Network Building tool.

Showroom Experience & Display Plan

Builds a showroom experience and display plan — layout and zoning, tile/sanitaryware/paint display and room-sets, lighting and samples, and a customer journey — so a tiles/paint/sanitaryware showroom converts and premiumises. Use it to design or upgrade a showroom. For selling in it use the Showroom Selling Playbook.

Festive & Seasonal Promotion

Plans festive/seasonal promotions — offers tied to construction and finishing seasons and festivals (Akshaya Tritiya, Diwali, Gudi Padwa), stock and cash prep, and trade/consumer activation — so you capture peak demand. Use it before a season. For loyalty use the Customer Loyalty / Retail Scheme Design tool.

Store Brand Positioning

Crafts brand positioning for a building-materials store — who you serve best and your edge (range, genuine BIS stock, reliability, credit, one-stop, showroom) — with messaging and a tagline, so you compete on trust and value. Use it to sharpen identity. For the website/online use the Google Business Profile & Local SEO tool.

Architect & Designer B2B Outreach

Builds an outreach plan to architects, interior designers and consultants who specify materials — relationship building, sample libraries and catalogues, specification support, and CPD/knowledge sessions — so your brands get specified into projects. Use it to influence specification. For builders use the Builder / Developer Tie-Up Plan.

Finance & Unit Economics

Store P&L Modeller

Models the store monthly P&L from discrete lines — net sales, cost of goods, staff, rent, freight, damage, credit-interest and overheads — to gross margin and net profit. Use it to understand profitability. For category-level returns use the Category ROI / GMROI Analysis.

Working Capital Planner

Plans working capital from discrete drivers — inventory days, receivable days (contractor/project credit), payable/company-credit days and monthly cost base — so you size the cash the business locks up and the funding needed. Use it to avoid a cash crunch. For the P&L use the Store P&L Modeller.

Break-Even Analysis

Computes break-even from discrete inputs — blended gross margin and monthly fixed costs (staff, rent, finance, overheads) — giving the monthly sales needed to break even and the margin of safety. Use it to set your survival sales level. For the P&L use the Store P&L Modeller.

Category ROI / GMROI Analysis

Computes GMROI (gross-margin return on inventory investment) by category from discrete inputs — margin, turnover and average stock — so you know which categories earn their space and capital and which trap cash. Use it to optimise your mix and stock. For margin management use the Margin Management & Analysis tool.

Cash Flow Management Plan

Builds a cash-flow management plan from discrete drivers — inflows from collections, outflows for stock/company payments/salaries/finance, and the timing mismatch — so you stay liquid despite locking cash in stock and receivables. Use it to manage cash. For working-capital sizing use the Working Capital Planner.

Landed Cost & Margin Model

Computes the true landed cost of a product from discrete inputs — base price, GST/ITC, freight, handling, damage allowance and finance/holding cost — so you price above real cost and know your true margin. Use it to price accurately. For the pricing strategy use the Pricing Strategy & Rate Card.

Building Materials Business Valuation

Estimates a building-materials business valuation from discrete inputs — profit/EBITDA, net working capital (stock + receivables - payables), dealerships and goodwill minus debt/bad-debt — using earnings and net-asset approaches, for a sale or partner buy-in. Use it for a valuation range. For the P&L use the Store P&L Modeller.

Regulatory & Compliance

GST & HSN Compliance

Guides GST compliance for a building-materials dealer — correct HSN and rate by product (cement, steel, tiles, paint, plywood, sand differ), input tax credit, e-invoicing/e-way thresholds, scheme/discount treatment and returns — so billing and filings are clean. Use it to set up or review GST. For e-way specifics use the E-Way Bill & Transport Documentation tool.

BIS / ISI Quality Compliance Guide

Explains BIS/ISI mandatory certification for building materials — which products require it (cement, steel, and others under quality control orders), how to verify genuine ISI marking, avoiding counterfeit/substandard stock, and liability for selling non-compliant material. Use it to protect against fake stock and legal risk. For certifications on your own use the Trade Licensing & Registrations tool.

Trade Licensing & Registrations

Maps the licences and registrations a building-materials business needs — GST, Udyam, trade/shops licence, professional tax, and activity-specific ones (RMC pollution consent, storage/fire for certain materials) — separating mandatory from situational. Use it to map compliance. For the calendar use the Compliance Calendar.

Legal Metrology & Weight Compliance

Explains Legal Metrology compliance for a building-materials dealer — weighbridge and weighing-instrument verification, packaged-commodity declarations (cement bag net weight, MRP), and short-weight risks in steel/cement — so you avoid weights-and-measures penalties and disputes. Use it for weight/measure compliance. For licensing use the Trade Licensing & Registrations tool.

Labour & Statutory Compliance

Explains labour and statutory compliance for a building-materials employer — Shops & Establishment, PF/ESI, professional tax, minimum wages, and safety duties for loaders/godown workers — so you are a compliant employer. Use it to set up HR compliance. For the calendar use the Compliance Calendar.

Environmental Compliance (RMC / Sand / Dust)

Explains environmental compliance relevant to building materials — pollution-control consent for RMC/batching plants, legal sand/aggregate sourcing and transit permits, and dust/noise control at godowns — so you avoid environmental penalties and closures. Use it if you run RMC or handle sand/dust-heavy materials. For licensing use the Trade Licensing & Registrations tool.

E-Way Bill & Transport Documentation

Explains e-way bill and transport documentation for building-materials movement — thresholds, generating for bulk/heavy loads, validity by distance, and avoiding detention on cement/steel/sand movement — so goods move without detention or penalty. Use it for outbound/inbound documentation. For GST rates use the GST & HSN Compliance tool.

Compliance Calendar

Builds a compliance calendar for a building-materials business — GST returns, TDS, PF/ESI/PT, trade-licence and any pollution-consent renewals, and weighbridge verification — with frequencies and reminders, so nothing lapses. Use it to stay on top of compliance. For what applies use the Trade Licensing & Registrations tool.

Contracts & Commercial

Sub-Dealer Appointment Agreement

Drafts a sub-dealer appointment agreement with each term separate — territory and products, margin, credit and security, targets, brand-use and termination — so extending your reach through sub-dealers is clear and protected. Use it to appoint sub-dealers. For a customer supply deal use the Project Material Supply Agreement.

Project Material Supply Agreement

Drafts a project material supply agreement with each term separate — scope and BOQ/rates, price-escalation, delivery and site-receiving, payment milestones and security, and default/stop-supply — so a project supply deal is watertight and credit-protected. Use it for builder/project supply. For the credit safeguards use the Credit Sale & Guarantee Agreement.

Credit Sale & Personal Guarantee Agreement

Drafts a credit-sale agreement with a personal guarantee, each term separate — credit limit and terms, security (PDCs/guarantee), interest on overdue, and default consequences — so credit you extend is documented and enforceable. Use it before extending significant credit. For the credit policy use the Contractor Credit & Collections Policy.

Transport / Delivery Contractor Agreement

Drafts a transport/delivery contractor agreement with each term separate — vehicles and rates, load and safety, damage responsibility, and payment/duration — so hired delivery is reliable and damage/loss is accountable. Use it to engage transporters. For inbound freight management use the Inward Transport & Freight Management tool.

Godown / Showroom Lease Agreement

Drafts a godown/showroom lease agreement with each term separate — premises, rent and deposit, duration and escalation, permitted use (heavy-material storage/showroom), and maintenance/liability — so your space tenancy is secure. Use it to lease space. For a location decision use the Location & Catchment Analysis tool.

Standard Sale Terms & Conditions

Drafts standard sale terms and conditions with each term separate — pricing and taxes, payment and overdue interest, delivery and risk, returns and quality/warranty routing, and jurisdiction — to print on invoices/quotations so every sale is on your terms. Use it as your standard T&C. For credit specifics use the Credit Sale & Guarantee Agreement.

Loading Labour Contract

Drafts a loading-labour/contract-labour agreement with each term separate — scope and rates (per-trip/monthly), safety and PPE, wage and statutory compliance, and liability/insurance — so godown/loading labour is engaged lawfully with injury risk covered. Use it to engage loaders or a labour contractor. For safety use the Material Handling & Safety SOP.

HR & Workforce

Staff Hiring Kit

Produces a hiring kit for building-materials roles — counter salesman, field/contractor sales, accounts/credit-control, godown in-charge — with role profile, a practical test, interview questions and verification. Use it to recruit. For the contract use the Employee Agreement.

Employee Agreement

Drafts an employee agreement with each term separate — role, salary and incentive, cash/stock handling accountability, confidentiality (customer/rate data), conduct and termination — so pay and accountability are unambiguous in a cash-and-stock-sensitive trade. Use it for hires. For incentives use the Sales Staff Incentive Plan.

Sales Staff Incentive Plan

Designs a sales-staff incentive plan from discrete components — margin (not just turnover), high-margin-category push, collection/no-overdue and new-account addition — so staff sell profitably and collect, not just book volume on credit. Use it to motivate the team. For the employment terms use the Employee Agreement.

Staff Training Program

Designs a staff training program — product knowledge (grades/specs/applications across cement, steel, tiles, paint, plywood), selling and upselling, billing/GST accuracy, credit discipline and customer service — so staff advise credibly and sell profitably. Use it to build capability. For hiring use the Staff Hiring Kit.

HR Policy Handbook

Writes an HR policy handbook for a building-materials business — attendance and leave, cash/stock handling and accountability, safety for godown/loading staff, conduct, POSH, and exit — so rules are clear for counter, accounts and godown staff. Use it to set ground rules. For conduct in the contract use the Employee Agreement.

Attendance & Payroll System

Designs an attendance and payroll system covering fixed staff and variable loaders/daily-wage workers — attendance capture, wage computation (monthly + per-trip loading), advances, statutory deductions and payslips — so payroll is accurate and disputes fall. Use it to run payroll. For statutory duties use the Labour & Statutory Compliance guide.

Staff Retention Plan

Builds a staff-retention plan — diagnosing why good counter/sales/accounts staff leave and fixing it via fair pay, growth, respect, incentives and a decent workplace — because trained, trusted staff who know your customers and stock are hard to replace. Use it when attrition hurts. For incentives use the Sales Staff Incentive Plan.

Digital & Growth

Digital Presence & Online Discovery Plan

Builds a digital-presence plan for a building-materials business — website/catalogue, social proof of range and projects, listings and WhatsApp — so homeowners, contractors and builders find you and trust you before visiting. Use it to build online credibility. For local search specifically use the Google Business Profile & Local SEO tool.

WhatsApp Business & Catalog Setup

Builds a WhatsApp Business plan for a building-materials dealer — catalog of products/brands, quick-quote and order flows, broadcast offers to customers and contractors, and payment/reminder use — so you serve and sell on the channel customers already use. Use it to run WhatsApp selling. For the CRM use the Customer Database & CRM tool.

Business Digitization Roadmap

Builds a phased digitization roadmap for a building-materials business — billing/inventory software, credit/ledger tracking, weight-based billing, digital catalog and MIS — sequenced by impact and adoption, so you modernise without disruption. Use it to plan digitization. For software choice use the Inventory & Billing Software Selection tool.

B2B Marketplace & Online Selling

Guides selling building materials online — B2B construction-material platforms, own online ordering for contractors, logistics and payment, and where online genuinely helps vs a local relationship trade — so you use online channels where they pay. Use it to explore online selling. For digital presence use the Digital Presence & Online Discovery Plan.

Content & How-To Marketing

Builds a content-marketing plan for a building-materials business — helpful how-to and buying-guide content (choosing cement/steel/tiles, estimation, avoiding fakes, cost tips) on social/YouTube/WhatsApp — so you become the trusted expert customers and contractors follow and buy from. Use it to build authority. For social presence use the Digital Presence & Online Discovery Plan.

Customer Database & CRM

Designs a customer database and simple CRM for a building-materials business — capturing customers/contractors/builders with segment, purchase history and outstanding, follow-up on quotes and projects, and re-engagement — so leads and repeat business are not lost. Use it to organise customers. For WhatsApp use the WhatsApp Business & Catalog tool.

Business MIS Dashboard

Designs a business MIS dashboard — sales and margin by category/brand, inventory value and dead stock, receivables and DSO, cash position and scheme achievement — so the owner sees the whole business at a glance and decides fast. Use it to build owner reporting. For credit specifically use the Credit Risk Dashboard.

Growth & Diversification Strategy

Builds a growth and diversification strategy for a building-materials business — adding categories, value-added services (RMC, fabrication, delivery-plus, installation tie-ups), project supply, or new branches — evaluated on fit, margin and risk, so you grow in the right direction. Use it to plan the next move. For a specific category use the Product Line Feasibility Study.

> This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.