

Haneya® AI / RPA Process Automation
Customer Use Cases



May 30, 2025

Case Study : 1

Medical Device Industry – Inter- Company Sale to End Customer

Medical Devices Industry

Project Description	Develops and manufactures a broad range of innovative surgical, orthopedic, and interventional solutions. It serves healthcare professionals worldwide, aiming to improve patient outcomes and enhance surgical precision.
Project Scope	▪ Automation of Intercompany Sales / Accounting Process using AI / RPA
Sizing Info	▪ No. of users: 1000 ▪ No. of plants: 3 ▪ Head office included ▪ Supply Chain Business Process - 5 Lanes **Out of Scope** ▪ HR Connectivity ▪ Enhanced request to service
Solution	- HANEYA, AI / RPA Automation Solution that automates end to end Business Process for Intercompany Sales / accounting with 5 Supply Chain Lanes
Team Size	- Project implementation : 3 , Steady State is 1
Issues / Challenges faced	1. Automating Data Errors 2. Master data Cleansing and Business verifications 3. Constructing Supply Chain Lanes
Value proposition	As a result of RPA and AI/ML modeling, companies will achieve profound value: • 80-90% Synergy FTE Savings with 100% accuracy • Fully automated: highly efficient Low risk and rapid delivery • Compelling Cost Savings • Focus on core business while Haneya® handles the operations • Automated Dashboards and alerts to the management • Learns and proposes Supply Chain Lanes automatically

Case Study : 2

Medical Device Industry – Inter-Company Sale to Affiliate Custome

Medical Devices Industry

Project Description	The affiliate entities across multiple countries collaborate to support local market needs while maintaining global compliance and efficiency.
Project Scope	▪ Automation of intercompany sales and accounting across global affiliates using AI / RPA ▪ Integration with affiliate-specific financial compliance and reporting requirements
Sizing Info	▪ No. of users: 850 ▪ No. of affiliate companies: 25 ▪ Regional offices included ▪ Supply Chain Business Process - 4 Lanes **Out of Scope** ▪ Country-specific legal system integration ▪ Localized marketing automation
Solution	HANEYA, AI / RPA automation platform tailored to automate and manage intercompany transactions among affiliated legal entities with built-in AI agents for error resolution, compliance checks and reconciliation for affiliate-specific rules.
Team Size	- Project implementation : 3 , Steady State is 1
Issues / Challenges faced	▪ Managing affiliate-specific pricing and transfer pricing rules ▪ Real-time tax and compliance reporting across countries ▪ Data harmonization and invoice reconciliation between affiliates
Value proposition	▪ 75-85% FTE savings with consistent audit-readiness ▪ Fully automated affiliate sales and accounting process with built-in compliance logic ▪ Reduction in cross-entity disputes and manual reconciliations ▪ Real-time performance dashboards for each affiliate ▪ Adaptive system that updates with changing intercompany tax laws

Case Study : 3

Medical Device Industry – Inter-Company Drop Ship Sales

Medical Devices Industry

Project Description	Products are shipped directly from manufacturing plants or warehouses in one legal entity to the end customer on behalf of another affiliate entity.
Project Scope	▪ Automation of drop ship intercompany sales and accounting using AI / RPA ▪ Real-time tracking and documentation of goods movement and financial entries across entities and end customer
Sizing Info	▪ No. of users: 700 ▪ No. of plants: 15 ▪ 10 Regional Distributions Centers (RDCs) ▪ Supply Chain Business Process - 12 Lanes **Out of Scope** ▪ Customer service ticketing integration ▪ Transportation cost optimization engine
Solution	HANEYA, AI / RPA-driven solution to automate and orchestrate drop ship workflows across intercompany channels, including inventory reservation, delivery tracking, and invoice matching across entities. Also automates accouting workflows for goods receipts, goods issues, vendor invoices, client invoices and intercompany invoices.
Team Size	▪ Project implementation : 3 , Steady State is 1
Issues / Challenges faced	▪ Synchronizing shipping and invoicing timelines across two legal entities ▪ Handling customer communications when goods are shipped from a different entity ▪ Ensuring tax compliance and correct revenue recognition for drop ship flows
Value proposition	▪ Fully automated: highly efficient Low risk and rapid delivery ▪ 80% reduction in manual tracking and reconciliation tasks ▪ Transparent end-to-end visibility of drop ship orders and inventory positions ▪ Automated compliance with intercompany billing and tax rules ▪ Automated error resolution with master data, transactional data and configurations ▪ Improved customer experience through faster fulfillment ▪ Intelligent alerting and exception handling for delivery failures or mismatches

Case Study : 4

Life Sciences Industry – Inter-Company Contract Manufacturing

Life Sciences Industry

Project Description	Leverages contract manufacturing arrangements between its legal entities to produce specialized formulations and drugs, automating outsourcing of the manufacturing process.
Project Scope	▪ Automation of intercompany contract manufacturing processes including work order flow, cost transfer, and intercompany billing ▪ Integrated tracking of raw material supply, production status, and finished goods transfer
Sizing Info	▪ No. of users: 900 ▪ No. of plants: 5 ▪ 7 Contract Manufacturing Entities (CMOs) ▪ Supply Chain Business Process - 10 Lanes **Out of Scope** ▪ Direct procurement from external vendors ▪ Product R&D and formulations including
Solution	HANEYA, AI / RPA-enabled platform to automate the contract manufacturing process including creation of intercompany production orders, reconciliation of input/output, and automated generation of transfer pricing invoices.
Team Size	Project implementation : 3 , Steady State is 1
Issues / Challenges faced	▪ Aligning BOM (Bill of Materials) and routing data across multiple ERP systems ▪ Automating intercompany cost settlement and material consumption tracking ▪ Ensuring timely intercompany billing with correct transfer pricing
Value proposition	▪ 80-90% Synergy FTE Savings with 100% accuracy ▪ 85% reduction in manual effort for contract manufacturing reconciliation ▪ Seamless coordination across producing and requesting entities ▪ Automated creation of journal entries and tax-compliant invoices ▪ Better visibility into production performance across entities ▪ Automates master data, transactional data errors and configuration conflict resolution ▪ Continuous learning system to optimize production lane selection and resource allocation

Case Study : 5

Consumer Products Industry – Inter-Company Cust/Dist Pickups

Consumer Products Industry

Project Description	Enabling customers or distributors to pick up goods directly from manufacturing or warehouse facilities owned by an intercompany entity. This process involves coordination across legal entities for inventory, sales, and tax compliance.
Project Scope	▪ Automation of intercompany transactions where the customer/distributor initiates pickup ▪ Real-time inventory tracking, pickup validation, and cross-entity revenue processing and accounting
Sizing Info	▪ No. of users: 600 ▪ No. of warehouse locations: 10 ▪ Distributor hubs: 15 ▪ Supply Chain Business Process - 12 Lanes **Out of Scope** ▪ Last-mile logistics integration ▪ On-site inventory consignment management
Solution	HANEYA, AI / RPA-driven automation engine to handle customer/distributor-initiated pickups with intercompany coordination. Handles validation, inventory deduction, and automated invoicing and tax treatments.
Team Size	▪ Project implementation : 3 , Steady State is 1
Issues / Challenges faced	▪ Ensuring accurate real-time inventory visibility across entities ▪ Validating customer pickup authorizations and cross-entity ownership ▪ Managing tax implications of pickups from a different legal entity's warehouse
Value proposition	▪ 75% reduction in errors related to unauthorized or undocumented pickups ▪ Fully automated pickup validation and intercompany billing ▪ Enhanced traceability and audit controls on customer pickup transactions ▪ Intelligent matching of customer orders to available intercompany stock ▪ Reduced turnaround time for order fulfillment via self-service models ▪ Automates master data, transactional data errors and configuration conflict resolution ▪ Intelligent alerting and exception handling for delivery failures or mismatches