

L&T-SuFin

L&T-SuFin is India's first integrated B2B e-commerce platform for industrial and construction products. L&T-SuFin brought to you by Larsen & Toubro, helps to create a level playing field where buyers and sellers can discover the best deals from across the country at mutually beneficial terms. The platform also helps users to expand their business through a gamut of customised financing and logistics options ensuring that everybody wins

L&T-SuFin was launched in the month of March 2022. Currently we have 45,000+ Buyers and Sellers onboarded on the platform with 5 lacs+ SKUs uploaded on the platform across 50+ product categories covering 21000+ pin codes pan India

Key value propositions:

- **Request for Quotation** – Delivers better price realization and confidence while dealing with unknown suppliers. Sellers can also provide quotes for the full or part of the order depending on their inventory
- **Working Capital Solutions** – Provides financing which is enabled through a gamut of products like overdraft, invoice discounting, Term Loan, Equipment Financing, Dealer Financing and Vendor Financing by multiple lenders
- **Distributor Financing & Digital Channel for OEMs** – Creates a digital channel for the Original Equipment Manufacturers and enable's Channel Financing solutions for their dealers and vendors
- **Verification and Trust Seals** – Builds trust and confidence while enabling buyers to know the qualitative aspects of sellers and helping sellers know the credit worthiness of buyers
- **Logistics and Payment Gateway Services** - Facilitates on-time and cost effective order delivery to buyers through a variety of logistics options. L&T-SuFin also provides convenient and seamless payment settlement services between buyers and sellers