

Entersoft Mobile® Sales Force Automation

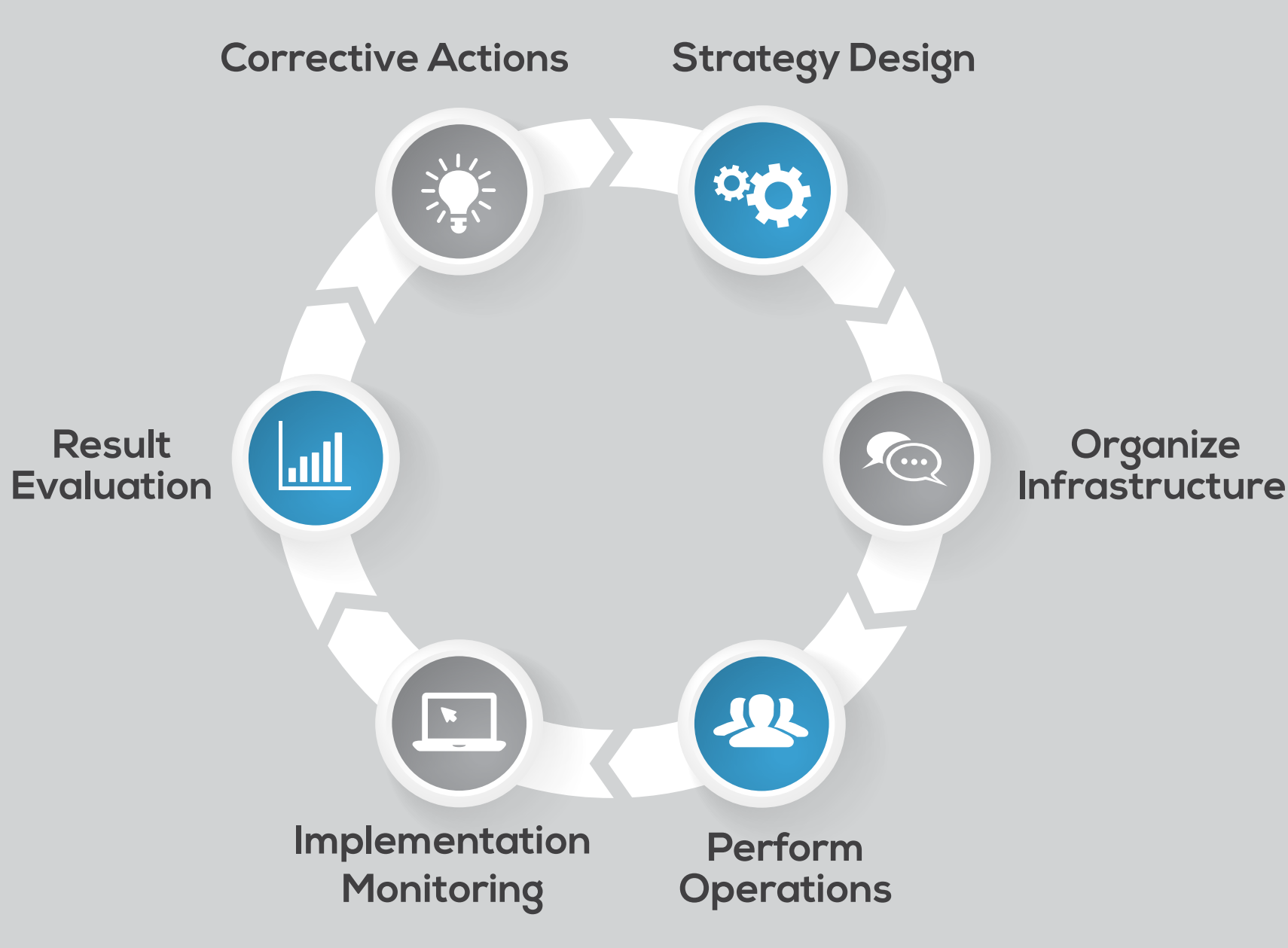
Agile Solutions for Challenging Business Needs



All you need on time,
real time!



Entersoft Mobile Sales Force Automation provides on time, real time answers to your daily needs and concerns. Receiving actual market status and disseminating information to your market is literally on your fingertips.



Business Technology

- 1 click** Automatic reporting per business unit
- 25%** Sales people time save
- Significant** Transparency & Clarity
- 99,7%** Faster response in requests for approval

- Real Time Reporting vs. Two Full Days ▶ Increased Reporting Efficiency
- Min. of Idle Time due to Transportation ▶ Equivalent Increase of Customer Visits ▶ Better Visit Planning
- User Errors <1% Traceable vs. The Past ▶ Increased Efficiency and Productivity
- Increased CX ▶ Informed Decision Making

Added Value Differentiation Monetarization

Operational Efficiency

- Increased Strategy Implementation Ability
- Agile Sales, Credit and Commercial Policies
- Better Delivery Times, Faster Invoicing
- Increased Collections Ability
- Advanced Merchandising Implementation & Auditing Procedures
- Increased Marketing Intelligence Input
- Real Time Informed Decision Making

User Friendly **Increased Overall CX** **Reduced Operational Costs**

Cross Functional Synergies Agility

Deployment & Licensing Options



Private Infrastructures per Company

Microsoft Azure

OPTIONS

Licensed

Software as a Service

Sales Force Automation

Field Customer Activities

On the Road

- GPS, Geo Services • Customers near me • Expenses • Yammer Integration

Customer Management

- Mobile CRM • New Point of Sales Entry • Sales Opportunities • Data Collection • Complaints

Field Sales Tasks

- e-Detail/CLM • Product Catalogue • Order Placement • Request for Approval • Collections

Field Marketing

- Merchandising Tasks • Price Monitoring • Photo & Voice Capture • Questionnaires Surveys • Competition Analytics

Analytics

- Sales Analytics • POS Analytics • Integrated 3rd Party Reporting

Back office Strategy & Internal Processes

On the Road

- GPS, Geo Services • Customers near me • Expenses • Yammer Integration

Sales Strategy

- Budget | Sales Targets | Forecasting • Commercial Policies • Visit Plan

Sales Analytics

Mkg Strategy

- Merchandising Plans • Promo Plans • Campaign Mgmt

Data Mining Tools

- Segmentation Designer • ABC Analysis • RFM Modeling

Advantages and Benefits

Strategic

- Enables Business Growth
- Empowers Cooperation
- Safeguards Strategy
- Creates Diversification Opportunities

Tactical

- Enables Optimized Resource Management
- Supports Improved Planning
- Qualifies Enhanced Performance

Operational

- Cost Minimization
- Sales Cycle Acceleration
- Improved Productivity
- Better Quality Results
- Enhanced Customer Service
- Enriched Customer Experience

IT Infrastructure

- Creates Agility & Flexibility
- Lowers IT Expenses
- Empowers IT Capabilities