

For your business

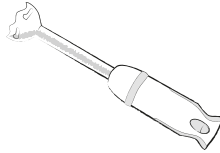
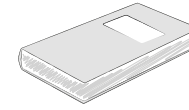
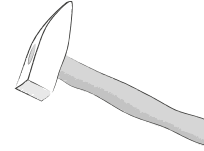
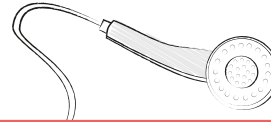


MOBILE SOLUTIONS

For your business

A comprehensive system
that enhances efficiency for sales

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EMIGO

SOLUTIONS FOR SALES REPRESENTATIVES

Market changes are often unexpected, and so one needs to quickly adapt to changing conditions in order to obtain and maintain a competitive advantage over competitors and gain clients' loyalty. To face this challenge, representatives require tools that will allow them to flexibly complete all the processes they participate in.

A full picture of the market

Thorough evaluation of market potential, achieved by permanent monitoring, is an essential strategy element for every company. A company's ways of influencing the market depend on the results of its evaluation. Drawing conclusions becomes easy if obtained information is presented in the form of legible reports or charts and the analysis is documented with photos.



Categorization and evaluation
of client potential



Classifications



Merchandising standards
control



Price recording



Competition analysis



Exposure analysis

Effective sales

By defining individual visit standards for each client category, you will be able to reach clients with an offer tailored to their individual needs. Personalised offers designed with dedicated tools will facilitate cross-selling processes.



- Hints for recently ordered products (dynamic offers)
- Hints for mandatory products (distribution standard)
- Assigning and automatic checks of special offer advanced conditions and forms of benefit calculation when an order is placed (gifts, bonuses, and discounts)
- Splitting an order between different suppliers guarantees full order completion when each supplier provides a limited quantity of products.

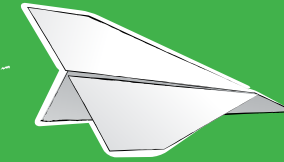
INTEGRA

INTEGRATION WITH DISTRIBUTORS

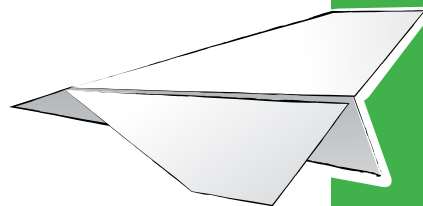
The Integra platform provides a fully automated process for forwarding orders from Emigo systems to the sales/warehouse management systems of distributors. It also provides access to information about stock quantities for ordered products. By analysing feedback, representatives know to what extent an order has been completed.

Quick order support

If you are aware of product availability when placing an order, you will be able to decide which supplier to choose in order to complete an order fully and quickly.



- Preview distributor's stock quantity when placing an order
- Select a suitable supplier for each order item
- Transfer orders directly to distributors' systems
- Receive error or mismatch alerts and order completion status
- Automatic notifications about order completion
- Reports concerning out of stock products
- Information about sales plan accomplishment level based on invoices from distributors



Full control over sales process

Rapid recognition of areas where problems usually occur significantly enhances and accelerates corrective actions.

- Automated order flow (machine to machine)
- Fewer errors when processing and completing orders
- Fewer order adjustments and complaints
- No need to rewrite orders
- More efficient settlement process
- Integra Rating - supplier ranking



EMIGO

SOLUTIONS FOR KEY ACCOUNT MANAGERS

Enforcing promotional arrangements with the sales network as well as monitoring the market and competitors' activities will bring you measurable benefits. Such methods and advanced analytics are an invaluable tool for negotiating with sales networks and building strong, long lasting partnerships.

Accomplish the goals of promotional activities

On the one hand, promotional activities enable you to continuously monitor sales strategy accomplishment progress in different chain formats. On the other hand, doing so guarantees the company a return on campaign investment. A well-informed representative following a task checklist increases the chances for goals to be accomplished. When a promotional activity has ended, you can compare the special offer plan against actual progress to evaluate the results.

- Set the parameters of promotional activities
- Reports to compare expected and actual results
- Representatives can request local promotional activities
- Information about current and scheduled promotional activities
- Handle product codes from each chain
- Marketing information on promotional activities
- Sales animation analysis



Maintain merchandising standards

Increasing a brand's visual representation by providing a cohesive look for points of sales helps managers to handle product categories. Tools that enable and streamline current-exposure evaluation can extract specific factors affecting successful promotional activities.

- Planograms and analysis of their implementation
- Share-of-shelf-space analysis
- Face number recording
- Monitoring and recording the flow of POS materials, samples and gifts
- Monitoring the availability of products in accordance with the listing available at a point of sales and a warehouse based on the SKU
- Monitoring the presence of products in commercial brochures

Integrated, current information

Structuring market data and putting it in one location will provide an integrated, thorough evaluation of activities performed at a specific shop of a sales network. As a result, you will be able to determine essential changes.

- Dashboards

- Reports

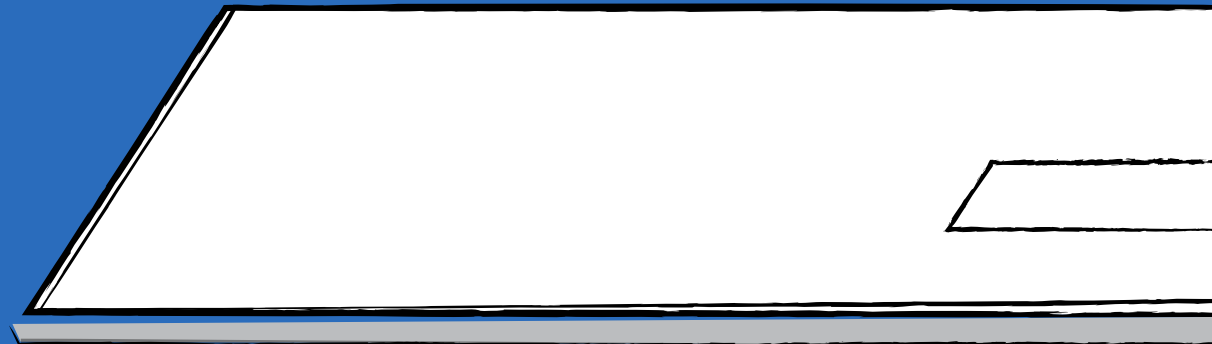
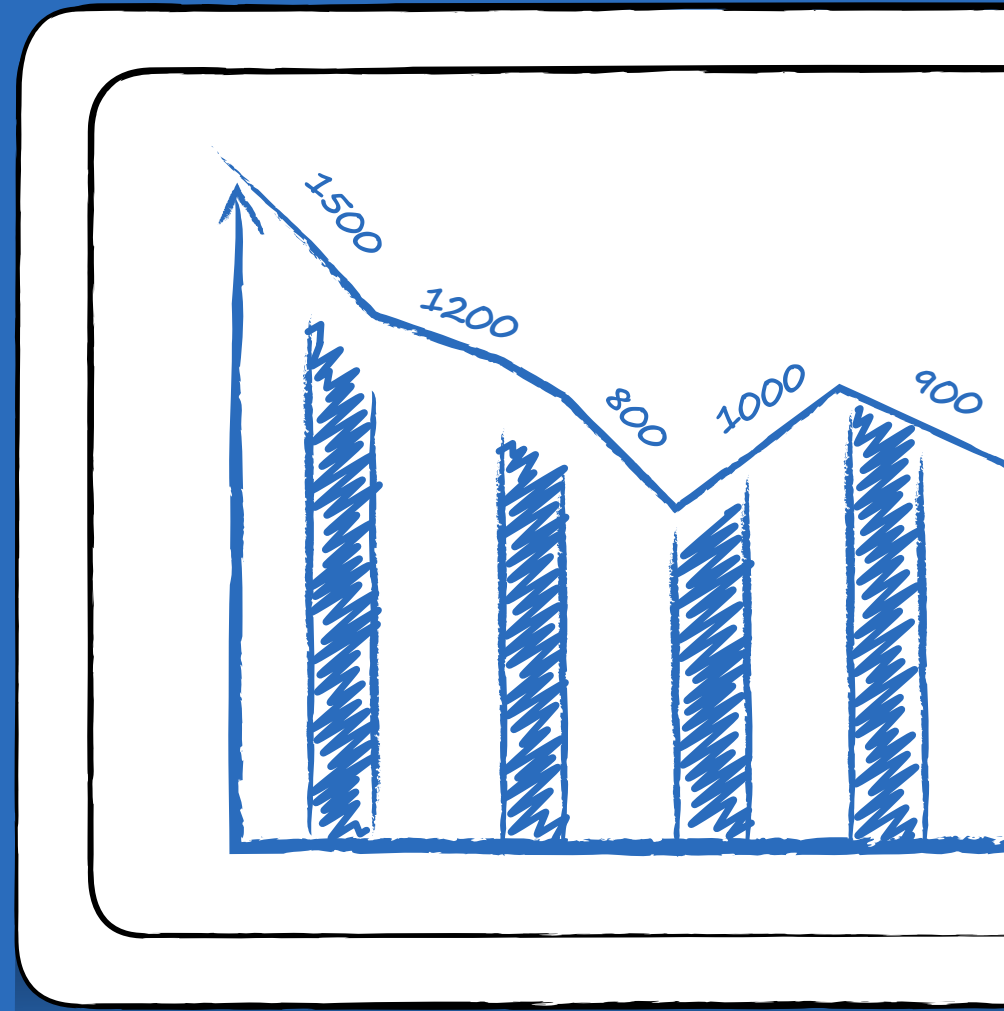
formalised access to integrated reports which unify information from various sources

- Rankings

points of sale

- Identification of potentials

for retail outlets and sales territories





Make effective decisions

Data gathered from various sources that has been unified and put in one location is an essential factor when making effective decisions. You should adjust the method of presenting data to various user needs, depending on their hierarchy levels. Using the correct data is essential. These are the sales factors which provide a long-term, upward trend.

- Result analysis
- Revise assumptions on an ongoing basis
- Comprehensive competition analysis
- Manage supply chains
- Coherent and accurate analytics

WINPOINT

POINT OF SALES DATABASES

An updated, valid and coherent database of retail outlets, supermarkets, hypermarkets and discount stores allows you to seamlessly obtain the information needed to take the right steps.

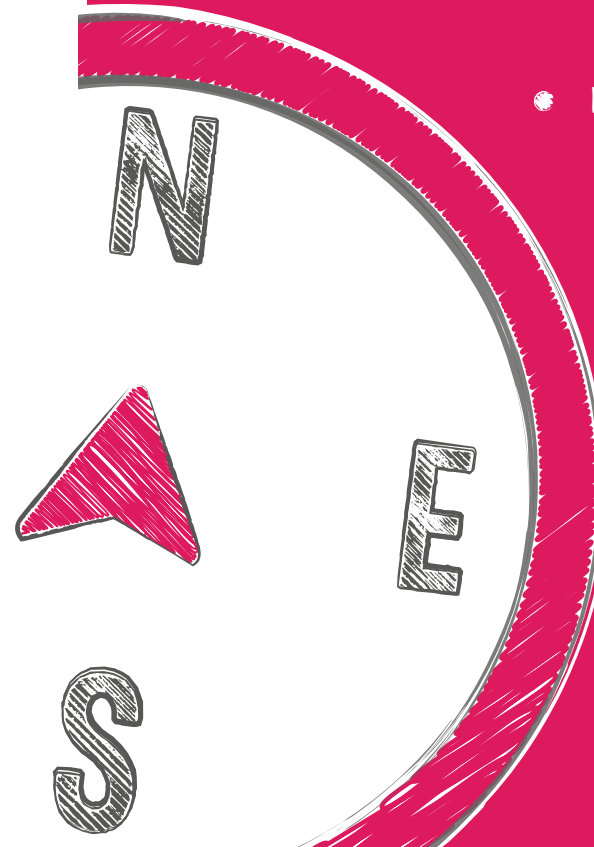
Accurate targeting

If you properly determine the target group of points of sales, your turnover will increase.

- All locations in traditional and modern channels
- Data updates, no duplications, and no non-existent locations
- Entity categorization based on any given criteria - size of exposure, turnover and number of products
- Ratings of points with the highest sales potential

Make sure you complete a sales plan

The Winpoint database provides access to all the data of currently operating entities. Representatives do not waste time searching for new points of sales or current addresses. As a result, representatives can focus on direct actions with selected clients. Real-time access to current data allows them to modify their pursued objectives and assess their progress.



- Retail points available in a specific region
- Match clients with distributors' data
- Categorize region potential

BENEFITS

- Increase the effectiveness of sales teams
- Precisely identify market target segments
- Automatically transfer a manufacturer's orders to the distributor's system
- Automatically match clients and products between a manufacturer and distributor
- Current stock quantities are available throughout the whole sales process
- Databases are designed in accordance with the highest quality standards
- Assistance in making decisions
- Multiplatform support (Android, iOS)
- Graphic presentation of KPIs on dashboards
- Advanced analytical features
- Integrate data from various sources

COMPANIES

THAT HAVE TRUSTED US

Profile **VOX**



FERRO
GRUPA FERRO

Kanlux

3M

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CASH & CARRY



GP Batteries

Johnson & Johnson

L'ORÉAL
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LABORATORIUM KOSMETYCZNE

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