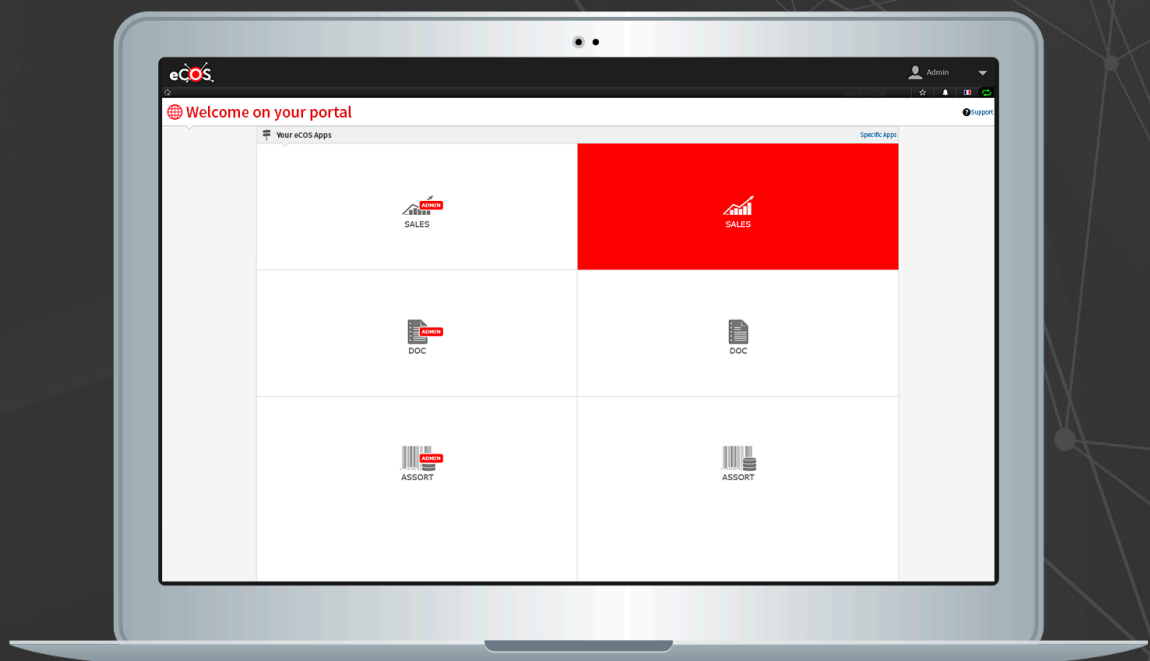# eCOS® SALES

THE SOFTWARE THAT ALLOWS THE POS MATERIALS AND SERVICES PROCESS MANAGEMENT

WITH eCOS®, BOOST YOUR RETAIL EXECUTION PROCESS PERFORMANCE

Externis is the publisher of the **eCOS®** SaaS software suite.

3 complementary business software programs created by and for retail execution professionals:

- eCOS® **Sales**: **boosts and automates the management** of all POS materials and services,

- eCOS® **Assort**: **improves and enhances the reliability** of the assortment process management,

- eCOS® **Doc**: **improves the sharing of information** between HQ and field teams.

A collaborative software suite, interconnected and evolutive

Collaborative: thanks to SaaS, headquarters and field teams can access a **personal and secure work space** with unique login details. The real-time data synchronization between teams **highly reduces mistakes and loss of information**.

Interconnected: eCOS® software programs **are independent from one another**: they complete each other to help headquarters and field teams **from the decision-making to the operational execution**.

Thanks to the update by electronic data interchange (EDI), interfacing possibilities are endless. eCOS® connects to all information systems, therefore you have access to all data in a unique tool.

Evolutive: we collaborate with our user community to develop the eCOS® software programs.

eCOS® UX: a user experience dedicated team. Different formats suggested on a regular basis to stay attentive and evolve our software programs together.

eCOS® SALES,
THE SOFTWARE THAT BOOSTS ALL POS MATERIALS AND SERVICES PROCESS MANAGEMENT

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eCOS® Sales helps you optimize the management of all POS materials and services by covering all retail execution processes thanks to the 5 following modules:

Material

POS materials management (POS advertising, display…)

Rent

Management of rented or own reusable furnitures

Merch

Management of in-store activities of sales merchandisers

Teamwork

Collaborative management of promoters' planning and attribution of sales missions

Event

Management of in-store activities of sales demonstrators

The Event, Merch and Rent management modules can be used by **service providers via an eCOS® service provider portal** to reinforce the collaboration between teams and reduce mistakes sand processing times. This business processes management allows an accurate follow-up of all your retail execution activities.

eCOS® SALES ON ITS MARKET

With eCOS® Sales, the retail execution process is **optimized** which allows the **effectiveness of in-store operational execution** but also a **specific analysis and a decision support** for future point-of-sale actions.

This functional software scope puts eCOS® Sales at the center of business software program solutions like salesforce automation software programs (SFA), customer relationship software programs (CRM), integrated management software package (or ERP) and information systems (IS).

Key results:

50%

Time saved in managing sales force levers

35%

Increase in material placement by the sales force

30%

Savings on our clients' internal supply chain

The biggest retail groups use eCOS®:

AND YOU,
WHAT WOULD YOU LIKE TO DO?

AUTOMATION PACK
Automate your retail execution process

EXECUTION

Automated configuration
thanks to data import

Creation of promotional campaigns

Point of sale material (POSM) order

Service provider booking

STEERING

Transmission of a unique message
towards organizations (editorial)

Help with allocation of simple or
complex quotas (local, regional or national level)

Access to stakeholders' planning
and tasks assignment

FOLLOW-UP

Inventory management and follow-up

Orders follow-up until download
of delivery proof

Provided services follow-up

Real-time visualization of quota consumption

Automate your retail execution process with the "Automation Pack"

E.g.: thanks to your massive data import, you will only have to set up your messages, your campaigns (…) to allow field teams place their orders. HQ and field teams will be able to follow their orders and stocks in real-time, thanks to their retail execution process automation.

From 9,90€ / user / month

MONITORING PACK
Master your retail execution process

AUTOMATION PACK +

CONTROL

Management of multi-logistician
and multi-provider orders

Push-order placement towards
sales networks

Sensitive orders subject to validation

Automated transmission of mission orders
in POS

Automated reallocation of quotas

Automated replenishment of POSM

REPORTING

Reporting of investments by
organization and POS

Reporting of quota used after
promotional campaign

Master your retail execution process with the "Monitoring Pack"

E.g.: the "Monitoring Pack" allows you to get an overall vision of your investments thanks to your activities report by organization and by point of sale. You will be able to monitor the quota consumption of your organization by campaign and totally master your retail execution process.

From 20€ / user / month

Speed up your retail execution process performance with the "Booster Pack"

E.g.: you will be able to track the POSM installation rate or select a few stores where a campaign is taking place.

From 30€ / user / month

eCOS® Web App, the eCOS® Sales application on smartphone and tablet

In addition to the eCOS® Sales software program, eCOS® Web App has been created to bring **timeliness and comfort** on a daily basis and offer field teams a new user experience. Available on **smartphone and tablet**, it can follow the most nomad field teams until stores without network coverage thanks to the offline mode. eCOS® Web App makes them **save time** with its **friendly and intuitive interface** that allows to visualise the most important information **instantly**.

For an extra 5,50€ only, per user, per month, benefit from all eCOS® Web App application features.

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