VANTAGE LITE

Mobile & Web Feature List

V 1.0

Introduction

VANTAGE Lite Sales Force Automation is a web based, PaaS, real-time transaction processing solution that provides automates the redistribution activities of a company enabling actionable business insights to effectively manage sales and distribution operations. The solution employs best of breed mobile and web technologies to enable the best of functionalities and superior performance advantages.

Customer specific configurations are composed from these capabilities to meet, and grow with, the required business objectives. Axienta's software components, rich experience and reliance on proven industry standard platforms enables the rapid construction, integration and deployment of flexible and extensible solutions.

The Vantage Sales Force Automation System requires configuration and deployment of the Vantage Mobility Server, Vantage Management Console and Vantage Mobile Client on Android. The Mobility Server and Management Console system components are deployed in a data center and provide the head office system. Android mobile devices configured with Vantage mobile client will be used by the sales force.

Solution Benefits

The VANTAGE LITE solution benefits are as follows:

- Provides real-time access to product, brand and competitive field information to field sales personal
- Superior technological design, real-time information transmission through mobile communication technologies
- Robust backend that supports the mobile solution and enables wider range of information centric capabilities
- The database design supports expansion (Add-Ons) and enhancements that help enable data storage and management; information delivery, reporting, analysis, and performance management
- Comprehensive real-time sales performance metrics enables better monitoring of promotional activities and competitor activities
- A mobile SFA solution empowers the sales force by automating the sales process at the point-of-sale
- Repetitive data input elimination as data entered on the mobile device by the sales / field staff is immediately added to the database and reports or invoices are instantly created
- Real-time connectivity from mobile application allows automatic update of central server (Head Office) enabling workflows and reporting to be carried out seamlessly.
- Increased efficiency of sales force
  - Faster order taking process – save time for valuable 1-on-1 interactions
  - Access to support information – past history, patterns
  - Push selling – Systems gestures / forces certain strategic actions
  - Competitor information / Surveys / market intelligence Continuous Improvement
  - Usage frequency analysis
  - Process times
  - Design adaptability

1. Vantage Management Console (Head Office System)
2. Vantage Mobile Client (The Mobile Field Agent Solution / On Device application)
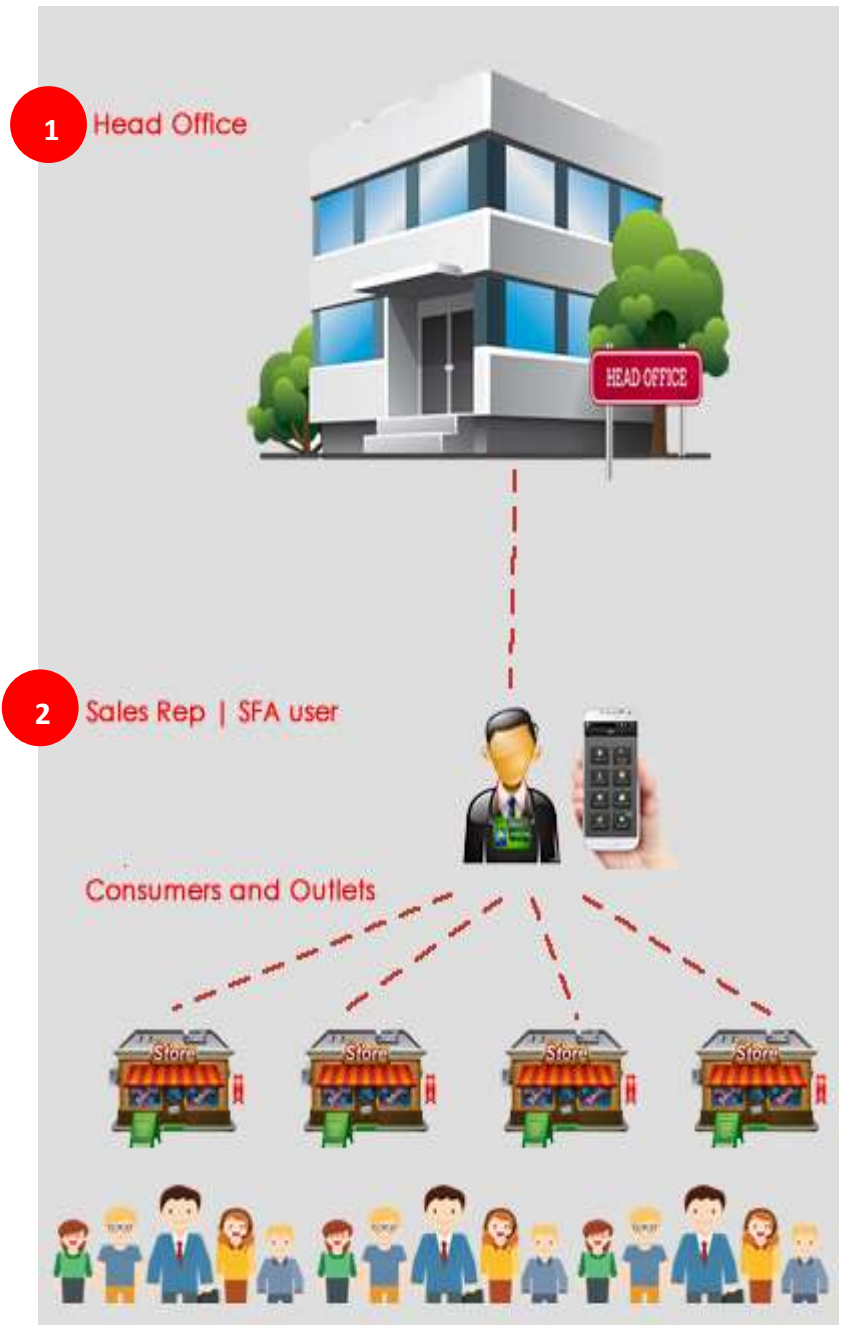
Mobile App Functionalities

- View masters (Products, outlets)
- New outlet capturing
- Capture images
- Day start and end process
- Route planning
- Outlet geo coordinates
- Order placement (van sales and pre sales)
    - Order creation
    - Accept returns
    - Free issues
    - Discounts
    - Invoice printing
    - View sales summaries and previous performances
- Mobile sales dashboard
- Notes and Reminders
- Multilingual option
- FAB (Floating action button for quick shortcuts)

Mobile Add On (Purchased Separately)
- Expense Module
- Leave Module
- GIS Module
- CRM Module

Backend (Web) App Functionalities

- **Master data management**
  - Products –Users can maintain the details of the products
  - Suppliers
  - Outlets/Customers
  - Areas
- **Sales geography**
  - Area demarcation
  - Business units
  - Route management
- **Captured Image** – Where sales rep can capture the images and send back end users for their business activates
- **Route management system** – Which users able to view the sale rep monthly route plan, assign new routes to them and Route plan approvals & Daily route planning.
- **Inventory management**
  - Warehouse management
  - Stock adjustments
  - Stock transfers
- **Transactions management**
  - PO – GRN cycle
  - Counter orders/ returns – Orders which process through backend
  - Trade returns
  - Pre order processing – Where sales rep ordering process take place
  - Invoicing – where Distributor operator invoices the orders
  - Discounts and free issue option
  - Multiple price lists
  - Call management
- **Customer classification**
  - Customer type
  - Customer class
  - Customer group
- **Product classification**
  - Product type
  - Product brand
  - Product group
  - Product categories
- **Finance Management**
  - Payment collection
  - Outstanding settlement
  - Aging analysis
  - Debts

- **Achiever extension**
    - Primary sales target
- **User management**
- **Multilingual option**
- **Dashboards and KPI's**
- **Reports**
    - Inventory Reports - Stock balance report
    - Sales Reports – Weekly sales, monthly sales, target vs achievement of sales rep
    - GPS Outlet Tracking