



Integrate with distributors

Check stocks and statuses of orders.



We have discovered that...

still many orders placed with suppliers are not sent and handled automatically.

This results from a lack of integration between a manufacturer's system and a distributor's system.

This creates unnecessary costs and delays in realisation of orders, because:

- ▶ *when placing an order, a representative has no information regarding stocks of distributors;*
- ▶ *orders must be manually transferred to a distributor's system – this is not only time consuming, but also results in errors of an operator;*
- ▶ *there is no feedback regarding status of implementation of an order, which prevents reaction in case of delivery problems;*
- ▶ *no automation prevents tracking of statuses of already handled orders, e.g. returns or later realisation of items that were unavailable before.*

*Those threats are eliminated by **integration with systems of distributors**, which receive orders from your representatives. The entire order handling process will be completed automatically, thus eliminating errors and delays.*

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Integra Emigo

is a solution for data exchange between **Emigo system of a manufacturer and a system of a distributor** in an automated orders handling process.

The entire process – from the moment of selecting a supplier for each item in an order, to issuance of an invoice after completion of the order – is handled by Integra service.

*During preparation of an order, a representative has access to information **regarding current stocks of integrated distributors**. An order sent from Emigo Mobile Terminal is automatically transferred to a distributor's system. In return, a representative will obtain a confirmation of realisation of each item from an order, including detailed statuses of the degree of this implementation.*

Integration

means the correct interpretation of data sent between a manufacturer's system and a distributor's system.

A prerequisite for integration is the creation of a data exchange channel on the producer - distributor line. This means that data about customers and products collected in separate files of each part are translated during their exchange and combined with the appropriate counterparts on the other side.

It means fluent work - exactly as if a manufacturer and a distributor were working as part of a common system.





What does Integra Emigo offer?



**AUTOMATIC TRANSFER OF ORDERS
TO A DISTRIBUTOR'S SYSTEM**



CURRENT STOCKS



**INFORMATION REGARDING
REALISATION OF EACH ITEM FROM
AN ORDER**



**VALUE OF RESALE OF PRODUCTS BY
A DISTRIBUTOR**

Automatic orders transfer

In order to ensure correct communication with many various systems of distributors, it is necessary to create pairs between items in databases of a distributor and a manufacturer.



1.

PRODUCTS PAIRING

Pairing is carried out based on unique information describing a given product i.e. EAN code (barcode) or BLOZ number (Database of Medicines and Health Protection Measures)

2.

CLIENTS PAIRING

Clients are paired based on NIP number, name and address

3.

PAIRING AUTOMATS

They operate in the background and constantly monitor databases of a manufacturer and a distributor, connecting products and clients into pairs.



Pairing is an identification and linking of a product or a client in a database of a manufacturer with its equivalent in a distributor's base. Pairing is necessary to make orders transfer automatic.



Stocks

When placing an order using Emigo Mobile Terminal, a representative has an insight into stocks of integrated distributors.

Moreover, it may assign each item in a placed order to a different distributor.





Information regarding a degree of completion

For each item of an order placed with a distributor, information regarding realisation or a reason for lack of realisation is sent.



THE MOST COMMON REASONS FOR LACK OF REALISATION:

- ▶ *LACK OF A PRODUCT IN STOCK*
- ▶ *CONTRACTOR'S REFUSAL TO ACCEPT A PRODUCT*
- ▶ *REPRESENTATIVE'S MISTAKE*
- ▶ *EXCEEDED CREDIT AMOUNT BY A CONTRACTOR*
- ▶ *INCONSISTENCY OF A PROMOTION*
- ▶ *SUSPENSION OF REALISATION*
- ▶ *DISTRIBUTOR'S REFUSAL TO REALISE AN ORDER*



Products sales value

Manufacturer's Emigo system collects information coming from distributors' systems regarding actual value of realised orders placed by representatives.

Invoices of distributors provide the manufacturer with information regarding the amount and value of sales of each of its products. Sales information allow for reliable settlements of representatives and distributors.



100%

Integrated pharmaceutical distributors



**400 INTEGRATED
MANUFACTURERS FROM
VARIOUS INDUSTRIES**



**2,400 LAUNCHED
INTEGRATION
CHANNELS**



**50 INTEGRATED
WAREHOUSES FROM
VARIOUS INDUSTRIES**



Thanks to Integra Emigo

time of handling of orders is cut several times.



Elimination of errors translates into an increased sales volume, and at the same time reduces operating costs.

- ▶ **INCREASE OF THE DEGREE OF REALISATION OF ORDERS**
- ▶ **REDUCTION OF ERRORS IN PROCESSING AND HANDLING OF ORDERS**
- ▶ **REDUCTION OF THE COST OF PROCESSING OF ORDERS**
- ▶ **REDUCED NUMBER OF ADJUSTMENTS AND COMPLAINTS**
- ▶ **SHORTER ORDERS REALISATION TIME**
- ▶ **OPTIMISATION OF THE PROCESS OF COLLECTION IN WAREHOUSES**
- ▶ **REDUCED DELIVERY TIME**
- ▶ **QUICK GROWTH OF SALES DUE TO ACCESS TO STOCKS AND ELIMINATION OF OOS**

and further benefits...

Improvement of the process of settlement with distributors

Higher productivity

Shortened time of decision regarding purchase thanks to information on availability of products when an order is placed

Better customer support

Reduction of the costs of logistics and production due to efficient planning of deliveries

Reliable and automatic settlement of representatives



**If you have any questions or you
are ready to talk about
Integra Emigo**

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JUST CALL US.

