BI-Technologies "Sales Buzz"

FMCGs, Pharma & Distribution companies

Challenges

- Salesmen were not properly controlled & work manually.
- Low visit success rate, waste of time, effort and lack of accuracy and efficiency.

Ideal Solution

- Sales Buzz automated your Salesmen activities, track them and offer you better control.
- Collect structured information about market & competition.

Desired Outcomes

- Having better sales supervision approach.
- More visits per day that reflect on increasing their sales.
- Accurate Instant reports & statistics.
- Reducing number of data entry staff .

BI-Technologies (Sales Buzz)

"Your Salesmen are JUST a CLICK away" – Automate the business tasks of salesmen

Customer Satisfaction

- More visits per day that reflect on increasing sales.
- Reduce time spent at each and every customer outlet.

Salesmen Tracking

- Knowing exactly where your sales team are via GPS.
- Trace unsuccessful visits and reasons.
- Monitor how much time spent at each customer vs. between visits.
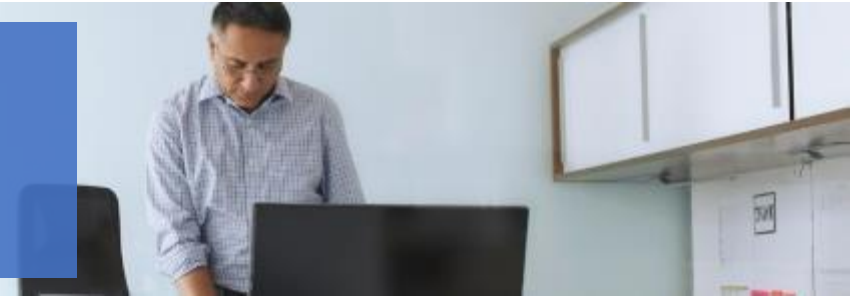
More visits

- Improve customer service & enhance transportation intelligence.
- Less Traffic at times of pick up and inventory, reduce salesman queuing end of day and upon loading.

Sales Buzz with Microsoft

- Sales Buzz is fully integrated with GP, AX and Dynamics 365.
- Runs on Microsoft Azure.

Fine (Nuqul Group)*"BI-Technologies Sales Force Automation System has really just made life a lot easier, salesmen can now get in and out of the warehouse much faster and in a more efficient way. Now, with access to accurate, real-time data, we can serve more customers with efficiency".*

BI-Technologies "Sales Buzz" + Microsoft "Azure"

BI-Technologies is a leading provider of Microsoft cloud technologies and we have some of the largest and most complex enterprise deployments on Microsoft Azure. With Microsoft Azure Stack, BI-Technologies delivers infrastructure, applications and services to meet all of your mix cloud needs, through Microsoft Azure network of datacenters. Integrated tools, DevOps, and marketplace support you in efficiently building anything from simple mobile apps to internet-scale solutions.

Solution Alignment

Digitalization	Cost Effectiveness	Protect your work
Access to the immediate data that we need..	Dramatically reduce time-to-value and total cost of ownership.	Allows organizations to run consistent Azure services in their data center, and provides a simplified development, management, and security experience

Henkel Egypt Success Story

Win Results

Henkel operates globally with a well-balanced and diversified portfolio. The company holds leading positions with its three business units in both industrial and consumer businesses.

Henkel faced a number of challenges that were the main reason we started the automation of our distribution channels through Sales Buzz. These challenges included:

- Internal process delay in (loading & unloading, Salesmen Supervision, following on account receivable).

- Salesmen uncontrolled & worked manually.

- Unmanaged sub-distributors.

- Complicated promotions criteria that were not covered manually.

- Invoices and collections are not updated and followed on daily basis.

BI-Technologies have a deep understanding of the nature of the business and the FMCG industry.

BI-Technologies built a very strong integration between Sales Buzz on cloud & SAP.

Henkel Egypt is now fully automated internally & externally;

- Better control over cash collections.

- Full traceability of salesman movement in market.

- Full traceability of distributor operations.

- Maximize sales opportunities by applying sophisticated and appealing promotions.

"Proud to see an Egyptian Software house leading Van sales automation across MENA with such professional standards, my experience with BI team was very positive from both technical & business angels."
Mohamed Mameesh - Sales Technology Manager –
Pepsico Egypt