



# Manage Your Sales Team Operations **On The Go!!**



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You Can Count on."

# What is Sales Buzz?

- Are you facing a problem knowing the whereabouts of your **SALESMEN**?
- Are you losing sales opportunities due to the lack of accurate information about your **COMPETITION**?
- Are your salesmen bringing you enough **MARKETING INTELLIGENCE AND COMPETITION DATA**?
- Do you want to eliminate the wasted **TIME** in visiting wrong customers?
- Do you want to decrease the **COST** and inaccuracy of data entry personnel and print customer invoices on-site and immediately receive them at the head office?
- Do you want to make sure your **PRODUCTS** are properly displayed?
- Do you want to develop and improve your **MARKET PENETRATION**?
- Do you need a strong web-based **BACK OFFICE** that can help you control your sales team activities whenever you want and wherever you are?
- Do you want to increase the number of **INVOICES** done per day, the strike rate and increase the average SKUs per invoice?

YOUR SALES TEAM ARE JUST A CLICK AWAY

# Now tracking your sales team is no longer a challenge.

- BI Sales Buzz is a Mobile Sales Force Automation System. Via PDA, you will be able to empower your sales force, merchandizers and distribution channels to increase revenue and improve customer service.

- Sales Buzz is a technique of using software to automate the business tasks of salesmen, including journey planning, contact management, order processing & invoicing, inventory control, tracking, proof of delivery and customer management.





## Van Sales Operations

- With Sales Buzz your van sales / DSD operations became easier, faster and above all controllable.
- The salesman will be able to smoothly; yet accurately control the van stock hence achieving higher sales rates.
- The Salesman will save his daily wasted time in queuing in front of your accounting department and spend that time in other fruitful, profit-driving visits instead.
- The salesman will be able to track all lost opportunities for your products at the market.
- Promotions and offers are controlled not giving a chance to any dishonesty or miscalculation.

## Pre-Sales Operations

- Orders can be accurately taken besides also being modified and instantly sent to the warehouse to ensure correct delivery and high quality services.
- Easily view previous merchandising information giving a true insight of customers' consumption of each product.
- A true control tool for offers and promotions enabling the salesman to apply each separate promotion to the suitable customer hence achieving higher sales targets.
- A Telesales tool is present in Sales Buzz and integrates with the PBX where the telesales representative can receive orders over the phone and the system automatically sends that order to the dispatcher and hence to the warehouse keeper for goods issuance to the customer.

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## Merchandising

- Sales Supervisors can now control their team visits with a forced step-by-step application.
- Ability to perform visibility checks for a number of product faces or shelf size display.
- Surveys and Questionnaires are strong marketing tools providing a complete picture of the customers' needs, requirements and concerns.
- Ability to perform stock checks in order to identify product consumption vs. competition and product expiry and traceability.
- Ability to perform marketing materials and fixed assets' check at customer site.
- Measuring the performance of your competitors, their product display and consumption.
- Create planograms according to which products will be sorted at the customer site.

## GPS Tracking

- Easily locate the whereabouts of your salesman in addition to tracking the route they have gone through vs. the planned route and the time spent at each and every customer which provides a strong controlling tool that would lead to route optimization.
- GPS enables you to make sure the salesman has actually visited the customer through Proof of Visit via GPS.



# Sales Buzz Back Office

- A Rich web-based application with an easy-to-use attractive interface that has been developed using Microsoft Silverlight technology which is the latest technology released by Microsoft.
- A comprehensive reporting system that includes a huge number of reports that assist in the overall sales analysis.
- Includes a number of features that facilitate the business process including General Ledger module, Inventory Control module, Accounts Receivable and Sales Order Management, Purchasing and Accounts Payable in addition to Fixed Assets & Point of Sale.

## ERP Integration

One of the key benefits of Sales Buzz is that it is integrated with most of the internationally recognized ERPs and leading local ERPs including:

**Microsoft Dynamics AX - Microsoft Dynamics GP - Oracle EBS - SAP - AS400 (IBM)  
Infinity - Scala - Sage**



# What's NEW?

## What's New in Sales Buzz?

### BI Dashboard

The new powerful tool that allow you to measure/display sales performance with interactive charts to indicate:

- Sales by customers ( sales value, customers map, rolling sales & returns).
- Sales By Item (master brands sales, and sales amount).
- Sales team performance.

BI Dashboard tool, provide the ability to use the Microsoft Excel to design your own new custom reports using your Sales Buzz Database.

### Dispatching / Delivery Module

- Dispatching module is a Sales Buzz Add-on module that allows you to manage the whole dispatching and delivery cycle considering vehicles multiple trips and utilization to achieve the maximum benefits of available delivery resources.
- It enables you to select which orders to be loaded to which trucks on which route to optimize the loading process and achieve fastest delivery with minimum fuel consumption and time to deliver. At the same time you can provide your deliverymen with a handheld that indicates to them their daily route, what to be delivered, to whom and what is remaining from the customers' orders.

## Salesmen Compensation / Commission Module

- Salesmen compensation/commission module provides the ability to determine your current sales commission scheme based on salesmen predefined target or other factors that the salesmen is evaluated on.
- This commission scheme can be assigned to specific group of employees or specific employee over a period of time that is defined by user.
- This software allows you to set the sales team variable pay according to KPIs and achievements which is an excellent tool to motivate the sales team to achieve desired targets.

## Advanced Merchandising Module

- Sales Buzz add-on module that provides the ability to manage and control advanced merchandising activities such as surveys, products' visualization by planogram, stock check per shelf space location and according to shelf dimensions (with the ability to monitor competitor's merchandizing activities) and so on.
- This module runs run on handhelds or tablet PCs. as well to be used by Merchandizing team.

## Sales Buzz on Android

- BI- Technologies developed a new version of Sales Buzz Front-end with a completely new interface to run on handheld devices and tablets, which provide a variety of choice and maximize the usage of the Sales Buzz front-end.
- The Android version will enable Sales Buzz users to use Android devices as well as Windows Mobile devices.

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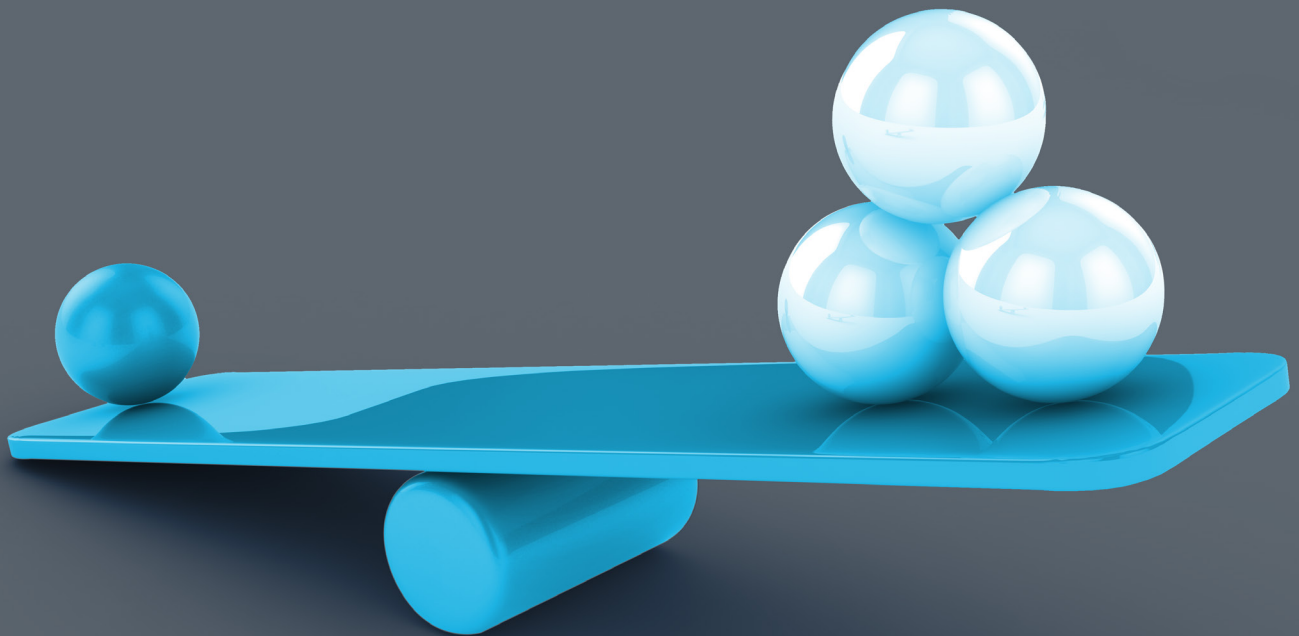
## Distributor's Management System (DMS)

- Since most of the FMCGs have distributors whom they need to control their activities and have access to their customers; BI-Technologies have developed a version of Sales Buzz (Enterprise version) that controls the distributors' activities. This Enterprise version provides the ability to configure and manage distributors, their sales, stock control, purchasing and accounting activities including calculating their ROI and expenses.
- Through this software; you can easily know your total sales including that made by your distributors at your fingertips.

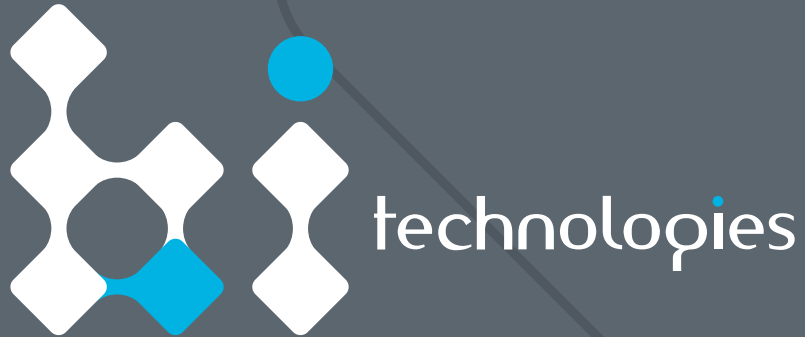


# Why choose Sales Buzz from BI-Technologies?

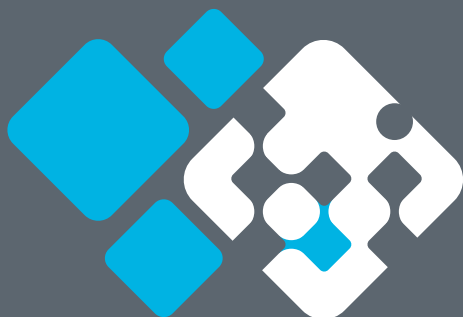
- We are specialized in the FMCG and Distribution business, we know the exact requirements and pains faced and we have a solution for each and every challenge.
- We have numerous successful implementations with more than 16000 salesmen operating with BI Sales Buzz in over 17 countries in the Middle East & Africa.
- We are the “Zero Failures” partner!
- We have an experienced professional team that holds full responsibility for a successful implementation throughout its cycle.
- True unconditional support provided to our customers.
- Go Live can be done in a very short period of time.



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[www.bi-technologies.net](http://www.bi-technologies.net)



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