

BI Mobile Sales Force Automation System



Manage Your Sales Operations On The Go!

"Your Salesmen are JUST a CLICK away"



Table of Contents

- ✓ What is Sales Buzz
- ✓ Sales Buzz Modules
- ✓ Sales Buzz Structure
- ✓ Solution @ Work
- ✓ Why Sales Buzz from BI Technologies?.

What is Sales Buzz?

- ✓ Sales Buzz is a Mobile Sales Force Automation System. Via PDAs & Android devices, you will be able to empower your sales force, merchandizers and distribution channels to increase revenue and improve customer service.
- ✓ A technique of using software to automate the business tasks of salesmen, including journey planning, contact management, order processing & invoicing, inventory control, tracking and customer management.



Manage your Sales Operations on the GO!

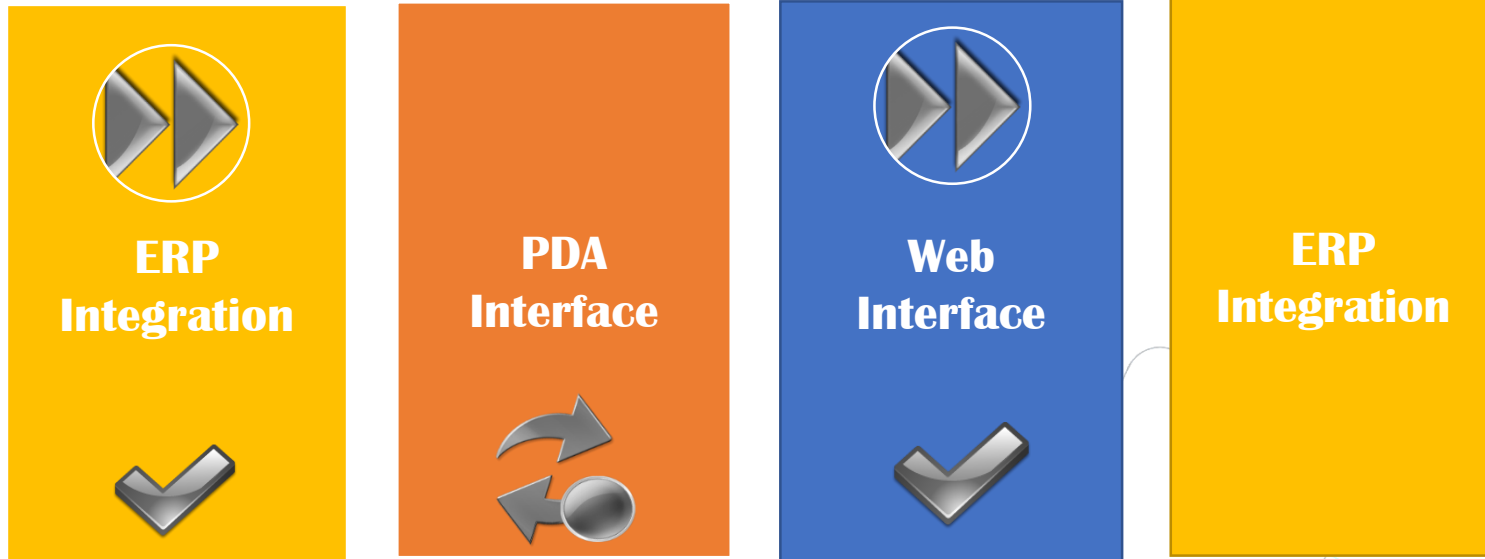
More Control + More Sales = More Profit



Sales Buzz Modules



Sales Buzz Structure



Solutions @ Work

Scheduling & Planning



- ✓ Comprehensive & centralized forecasting process.
- ✓ Efficiency & Transparency.
- ✓ Improved accuracy.
- ✓ "What if" simulations.

Negotiation & Order Entry



- ✓ Fast & accurate close
- ✓ Comprehensive view of financial & other KPI's.
- ✓ Review of KPI's by region, category, or product type to understand what is driving performance issues.

GO LIVE!

Reporting & Messaging



- ✓ Alerts for Management to actively identify deviations in business performance.
- ✓ Interactive ad hoc analysis of any dimension.
- ✓ Interactive visualization & navigation.

Solutions @ Work

- ✓ Monthly Targets.
- ✓ Setting Key performance indicators “KPI’s”.
- ✓ Daily / Monthly visits – Route Planning.
- ✓ Items / Group Target (Quantities / Values).
- ✓ Customer Plan (Quantities / Values).
- ✓ Achievements Vs. Targets.



Planning



Solutions @ Work

- ✓ Automatic Replenishment.
- ✓ Stock Transfer / Opening Balance.
- ✓ Available goods Vs. Sold Goods.
- ✓ Unit / Dozen.
- ✓ Stock Request (Salesmen) / Manager Approval.



Stock Management



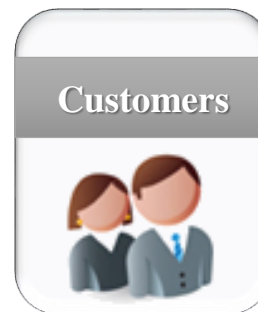
Solutions @ Work

Customer Visits

1- Customers Data (Telephones, Credit, balance...etc.)

2- Selling process

- ✓ Presentation
- ✓ Visibility
- ✓ Asset tracking
- ✓ Invoice & order
- ✓ Return request
- ✓ Questionnaires
- ✓ Stock check
- ✓ Collections.



Solutions @ Work

Reports

- ✓ Daily Sales Report (Quantities / Values).
- ✓ Collections (Cash / Cheques / Credit Card).
- ✓ Invoices (Totals / Detailed).
- ✓ Customers Visits (Timing / Duration).



Solutions @ Work



Site I



Site III



HQ

Sales Cycle



Site II



Site IV



Solutions @ Work

Transfer Order Cycle



Solutions @ Work

Order taking /Dispatching and Delivery Cycle



Sales Buzz Back Office

Solutions @ Work

Sales Buzz Back Office

- ❖ Sales Buzz Back Office is a web interface developed with “Silverlight”; one of the latest technologies released from Microsoft.
- ❖ Offered in 3 versions where the highest version is considered as a stand-alone software.
- ❖ Integrated with most of the internationally recognized ERPs worldwide and leading local ERPs including:
 - ✓ Microsoft Dynamics AX
 - ✓ Microsoft Dynamics GP
 - ✓ Oracle EBS
 - ✓ SAP
 - ✓ AS400 (IBM)
 - ✓ Infinity
 - ✓ Scala
 - ✓ Al Motakamel (Alfa)



Solutions @ Work

Sales Buzz Back Office



Solutions @ Work

Sales Buzz Back Office – Accounts Receivable

- ✓ Multi payment terms (user defined) with the ability to control payment dates.
- ✓ Ability to set a maximum number of open and overdue invoices.
- ✓ Ability to set payment terms on branch levels (business unit).
- ✓ User defined cheque payment steps.
- ✓ Supports all taxes types with the ability to assign a default tax (user defined).
- ✓ Supports multi-selling price categories.
- ✓ Rich and diversified customer definitions.
- ✓ Control customers' credit limit, sales order ceiling and target sales average.
- ✓ Ability to add an infinite number of attributes linked to each customer and link each attribute to its related promotion.
- ✓ Control and follow up salesmen and customer targets.
- ✓ Issue and control sales order status (open/transit/van).



Solutions @ Work

Sales Buzz Back Office – Accounts Payable

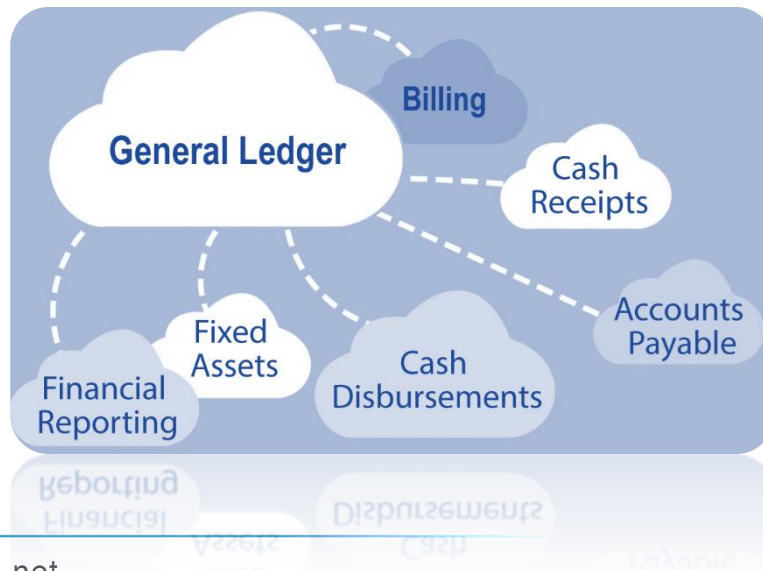
- ✓ Ability to issue purchase orders, vendor return orders and exchange orders.
- ✓ Control purchase order posting updates (Confirm, Deliver, invoice)
- ✓ Ability to set up miscellaneous charges
- ✓ Ability to manually add miscellaneous charges to a purchase order or a return order.
- ✓ Set up automatic miscellaneous charges for a specific items.
- ✓ Vendor Transaction Inquiry
- ✓ Vendor Transaction Journal Type with the ability to define unlimited transaction types.



Solutions @ Work

Sales Buzz Back Office – General Ledger

- ✓ Chart Of Account : The User can define up to 7 levels with an account length up till 15 characters.
- ✓ Identifying banks and bank branches.
- ✓ Account Transaction Inquiry.
- ✓ General Journal Transaction with Journal Types.
- ✓ Define unlimited transaction types.
- ✓ Ability to settle any account.



Solutions @ Work

Sales Buzz Back Office – Reports

❖ BI Sales Buzz BO provides a huge number of comprehensive reports, amongst which are:

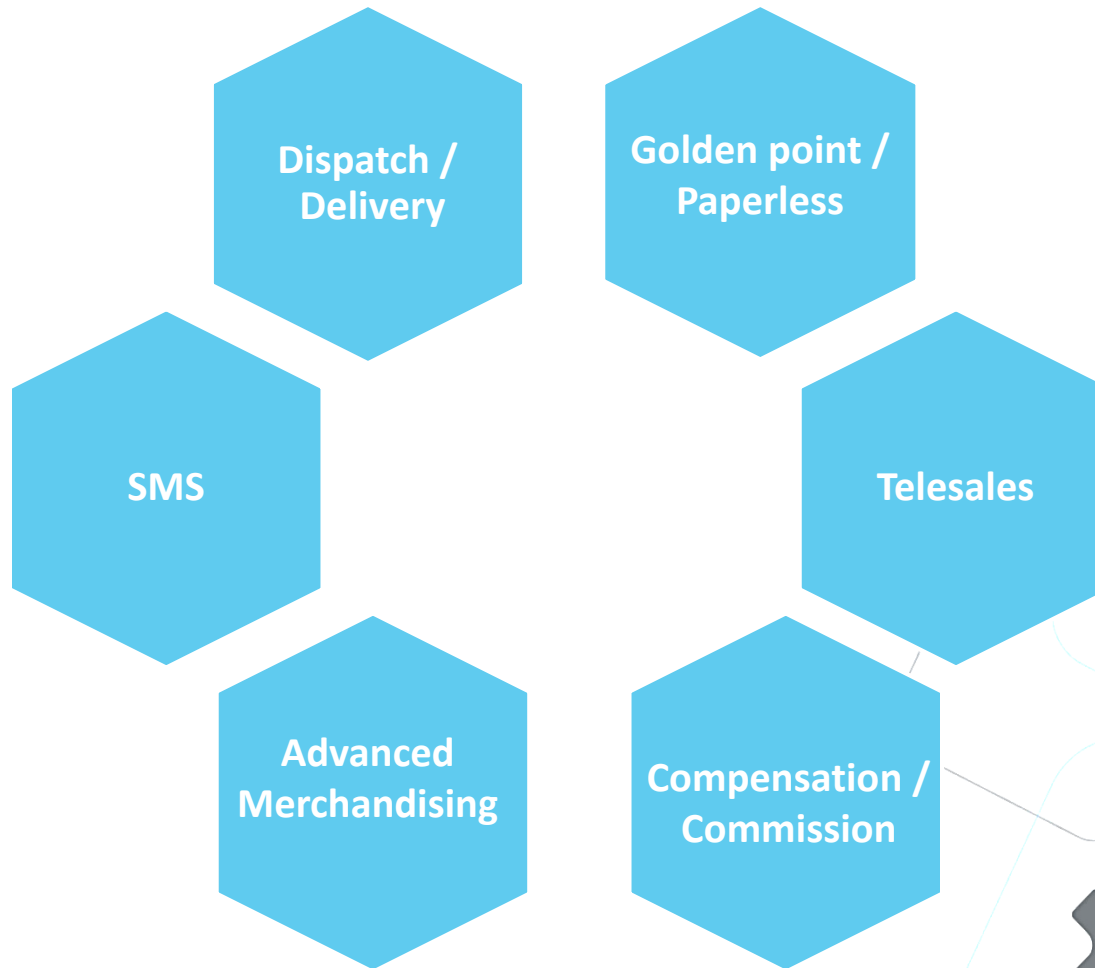
- ✓ Visit Briefs
- ✓ Visit Details
- ✓ Sales By Item
- ✓ Sales By Brand
- ✓ KPIs
- ✓ Salesman Location
- ✓ Salesman route vs. actual
- ✓ Top 5 invoices per month
- ✓ Top 5 orders per month
- ✓ Targets report.



- ✓ User defined promotions with multi-criteria (quantity/value/mix and match on value/points/mix and match on points)
- ✓ Promotion Result:
 - Discount percentage value
 - Free goods
 - Free goods options
 - New Price
- ✓ Promotion can be assigned and defined to several customers



Sales Buzz Additional Modules



Sales Buzz Modules

❖ Salesmen Compensation / Commission Module

- ✓ Provides the ability to determine your current sales commission scheme based on salesman predefined target or other factors that the salesmen is evaluated on.
- ✓ 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.



Sales Buzz Modules

❖ Advanced Merchandising Module

- ✓ 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.

Features & Benefits:

- ✓ Tracking of assets given to customer (coolers, Gondola, ... etc.).
- ✓ Planogram of given assets.
- ✓ Capacity of asset per SKU (Total quantity and facing cases).
- ✓ Planogram check.
- ✓ Ordering items (First expired to be put in front).
- ✓ Agreed display area check.
- ✓ Customer Survey.
- ✓ Visibility Check.

Sales Buzz Modules

❖ Advanced Merchandising Module

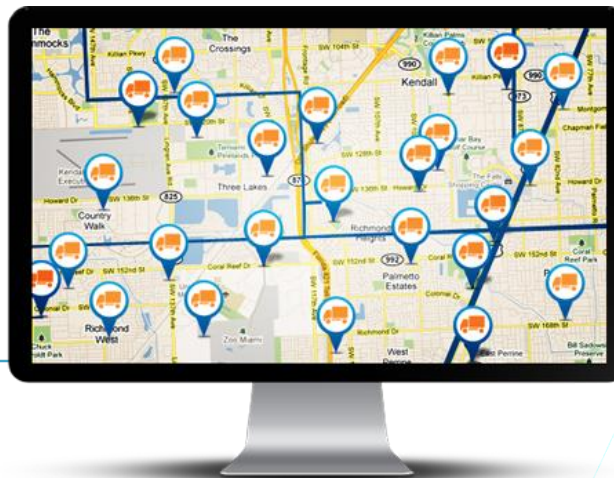
Advantages:

- ✓ Can make questionnaires or stock check on own products or competitor products.
- ✓ Provides information about your products, your competition and the market.
- ✓ Questionnaires are implemented by the sales team, hence saves marketing personnel.
- ✓ Ability to visually present photos of new products, promotions or videos to the dealer.

Sales Buzz Modules

❖ Dispatching / Delivery Module

- ✓ 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.
- ✓ Allocate thousands of sales order to be delivered on available trucks based (number of ballets & weights)
- ✓ Easy to modify delivery order & take the decision on spot.
- ✓ Provides the ability to check all open orders items, and check if there are available stock, and modify the quantities if necessary.



Sales Buzz Modules

❖ Sales Buzz version on Android

- ✓ BI- Technologies developed a new version of Sales Buzz Front-end with a completely new interface to run on android devices, which provide varieties and maximize the usage of the Sales Buzz front-end.



❖ Customer Location (GPS tracking)

- ✓ Through SB BO screen you can display your customers location on map.

Sales Buzz Modules

❖ Navigation feature from Android version

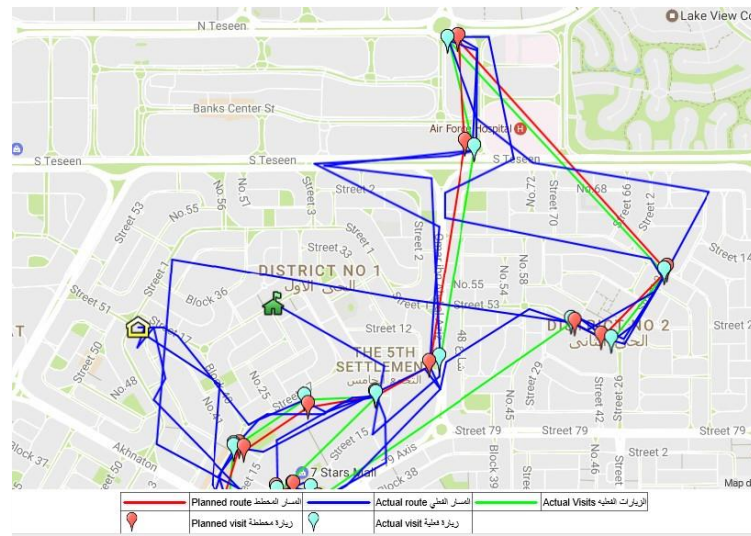
✓ SB allow you to use Android maps to navigate your customers.



Sales Buzz Modules

❖ Salesmen location/Route tracking (GPS tracking)

- ✓ Powerful tool provided from SB BO screen allow you to track salesman route actual vs planned with animation ability to see how salesman moved from location to another.



Sales Buzz Modules

❖ Distributor's Management System (DMS)

- ✓ 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.

* This Enterprise version provides the ability to :

- ✓ Rapid on-boarding of distributors - in weeks versus months.
- ✓ Sales and Purchase Order Processing.
- ✓ Forecast and suggest orders for distributors.
- ✓ Inventory and Returns Management.
- ✓ Promotion Management and Pricing Rules.

Additional Modules

❖ Golden Point System

- ✓ Golden Points is a measure of how well your product REALLY sells by accumulating points based on sales of power.
- ✓ Provides the ability to set salesman distribution target and customer distribution target.

❖ Paperless in Stores

- ✓ Provides the ability to empower the sales representative and provide him with all necessary information at his fingertips to provide the best service to the customer
- ✓ maximize sales opportunities without the need for external printed reports or documentations.

Additional Modules

❖ SMS

✓ Provides the ability to send online SMS messages upon the following events :

Creation of new promotion.

Adding a new customer to database.

Change customer assignment to salesman.

Customer target accomplished.

On demand SMS (Marketing camping – greeting SMS).

❖ Telesales

✓ Provides the ability to allow an telesales agent to place orders for all customers .



Why Sale Buzz ?

- ✓ More visits per day that reflect on Increasing Sales.
- ✓ Knowing exactly where your sales team are via GPS.
- ✓ Increasing strike rate, average LPC & your effective sales calls.
- ✓ Optimize & Schedule your daily routes which improve customer service & enhance transportation intelligence.
- ✓ Make sure that there is swift handover from one salesman to another.
- ✓ Less Traffic at times of pick up and inventory, reduce Salesman Queuing end of day and upon loading.
- ✓ Merchandizing (Questionnaire, visit steps, surveys, customer consumption through stock take) and all other marketing related info.
- ✓ Reduce time spent at each and every customer.
- ✓ Trace unsuccessful visits and reasons.
- ✓ Data Entry Accuracy for statistics and reduce number of data entry staff.
- ✓ Enforcement of Promotions and Pricing.
- ✓ Ability to gather information about competitors, through merchandising tools.
- ✓ Extend the Key accounts of each Salesmen per month.



Why Sale Buzz from BI-Technologies?

- ✓ Vast experience in business solutions
- ✓ One Stop Shop, We are your One Business Solutions Partner along the roadmap
- ✓ Partners NOT vendors
- ✓ Zero failure in implementation projects in the Middle East.





Thank You

www.bi-technologies.net