

EFICIENZA.

Empower your mobile sales reps with modern solutions

Sales reps in the pharmaceutical industry, energy and food industry are far more productive when they are able to achieve their day to day activities on the field working with their mobile phone or tablet.



Faster implementation of your customer engagement solutions

Eficienza is built on top of the Microsoft business cloud Dynamics 365 and provides complete preconfigured solutions for specific business needs:

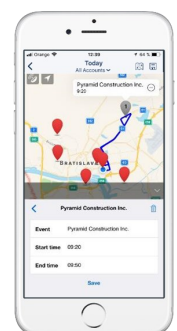
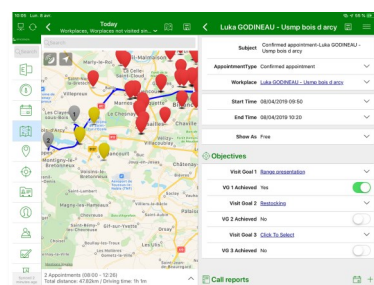
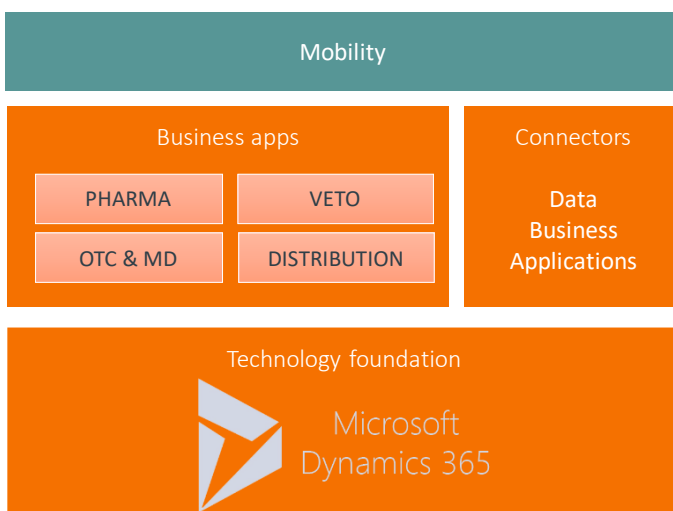
- Pharmaceutical and veterinary Industry
- Dermo cosmetics / OTC / Medical devices
- Energy and utilities
- Food and agrochemical industry

Cloud first, mobile first

Our solution provides the entire customer engagement lifecycle management from lead management, key account management, marketing campaigns, customer and field service.

Software are delivered from the cloud with 99,995% availability and artificial intelligence services to improve the next best actions to perform with customers.

Many sales reps require to work sometimes when there is poor or no network connection: that is why our mobile solution for phones is offline by default and by design and works on all platforms: iOS, Android and Microsoft Windows.

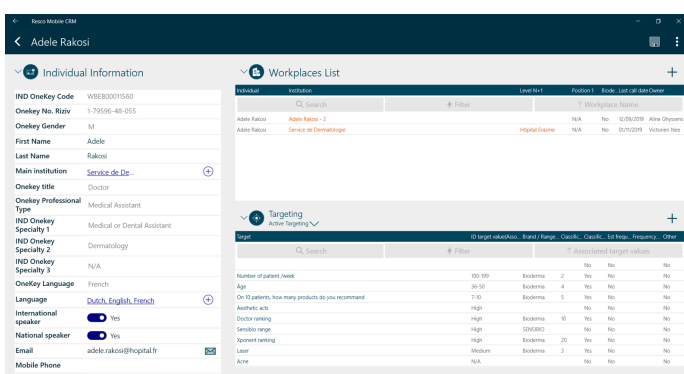




Working in Teams to improve the Customer Experience

Eficienza breaks the silos in your organization by bringing one single view of the customer with all related interactions between sales reps but also other key departments such as Marketing teams, Customer Service, Operations and Medical for the pharmaceutical industry,

Eficienza has a unique targeting and territory management solution to support various business scenarios: organization by key accounts, by geography or by products.



Event management such as congresses, staff meetings or other group meetings are entirely managed by Eficienza with associated travel and expenses.

Key features

- Route planning
- Product detailing
- Offline order taking
- Sales goals and targeting
- Shelf & Sell out
- Product collection
- Business Data Connector (ERP, ecommerce)
- True offline capabilities
- Activities, tasks and meetings management
- Sales data analysis
- Load Sell out sales data
- Manage healthcare professionals workplaces
- Manage central purchasing / groups
- Manage customer segments
- Customers on map
- Call reporting
- Shelf reporting
- Key account management
- Medical information management
- Travel & expenses management
- Advanced targeting

