



DRM

Have a better insight to your doctors, using

DRM PowerApp

The Doctor Relationship Management App

NUBESSYS

Microsoft Partner

Business benefits of DRM PowerApp



A comprehensive historical view of your customers.



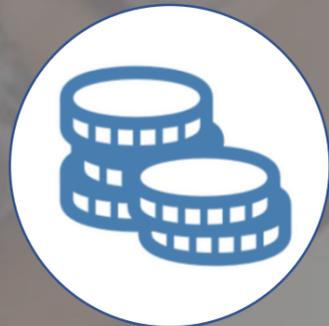
Can determine which customer can be profitable and which not.



Allow for easy segmentation and targeting



Identify and win new customers.



Cost-Effective, can you afford not to implement it?



Centralized system, which reduces the process time and increases productivity.



Increases the customer satisfaction, which ultimately enhances turnover and profit.

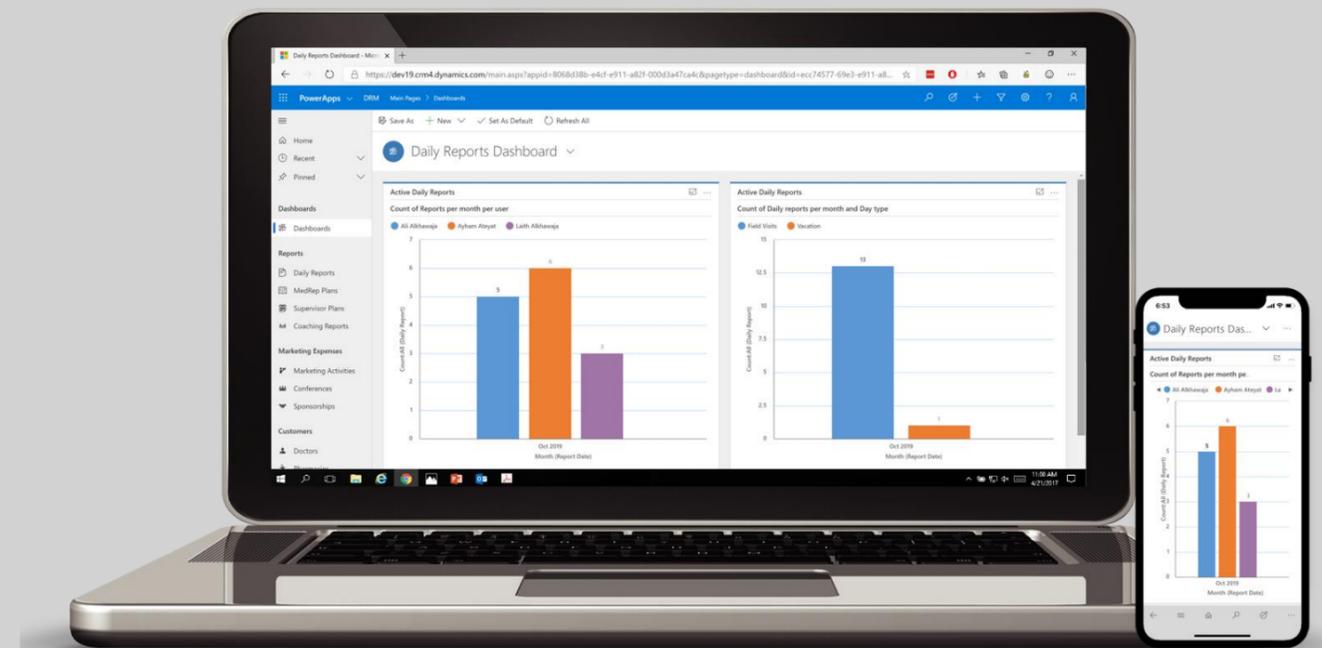


Increasing customer base and ultimately enhancing net growth of business.

[Call for a demo](#)

Featured functionalities

- Can be run on any device, desktop, tablet & mobile
- Strict security roles for each user profile.
- Deep and strong integration into Office 365 (Exchange Email & Outlook, Excel, Microsoft Teams, OneDrive, SharePoint...etc.)
- Automated Reminders and notifications
-



Featured functionalities

- **Medical Reps:**
 - Daily planning
 - Daily reports
 - Viewing doctor list

Daily reports

The screenshot displays the 'Daily Reports' form in PowerApps for 'Atebba St'. The 'General' tab is active, showing the following fields:

- Area: Atebba St
- Report Date: 10/16/2019
- Day Type: Field Visits
- Double Visit: No
- MedRep: ---
- Notes: ---
- Owner: Ali Alkhawaja

Below the fields is a 'Report Comments' section with 'No data available.' and 'ABC'.

On the right, there are two tables:

Doctor Visits

Doctor Visit No.	Report Date	Doctor	Main Product	Ladder of Adoption
DocVisit-0000040	10/16/2019	نادر عبدالله	Panadol	Low User
DocVisit-0000041	10/16/2019	دشني دروي	Augmentin	High User
DocVisit-0000042	10/16/2019	لاوين شهاب	Augmentin	Low User
DocVisit-0000043	10/16/2019	سالار صباح	Panadol	Low User
DocVisit-0000044	10/16/2019	عبد السلام محمد جاف	Panadol	High User
DocVisit-0000046	10/16/2019	عبد الخالق امين	Augmentin	High User

Pharmacy Visits

Pharmacy Visit Code	Pharmacy	Feedback	Created On
Phvs-000016	هيلين	نادر عبدالله-Slow prescrip...	10/21/2019 12:58 PM

Featured functionalities

- **Supervisor/Manager**
 - Managing Doctors and pharmacies lists.
 - Daily reports and plans
 - Coaching reports
 - Managing products

Coaching reports

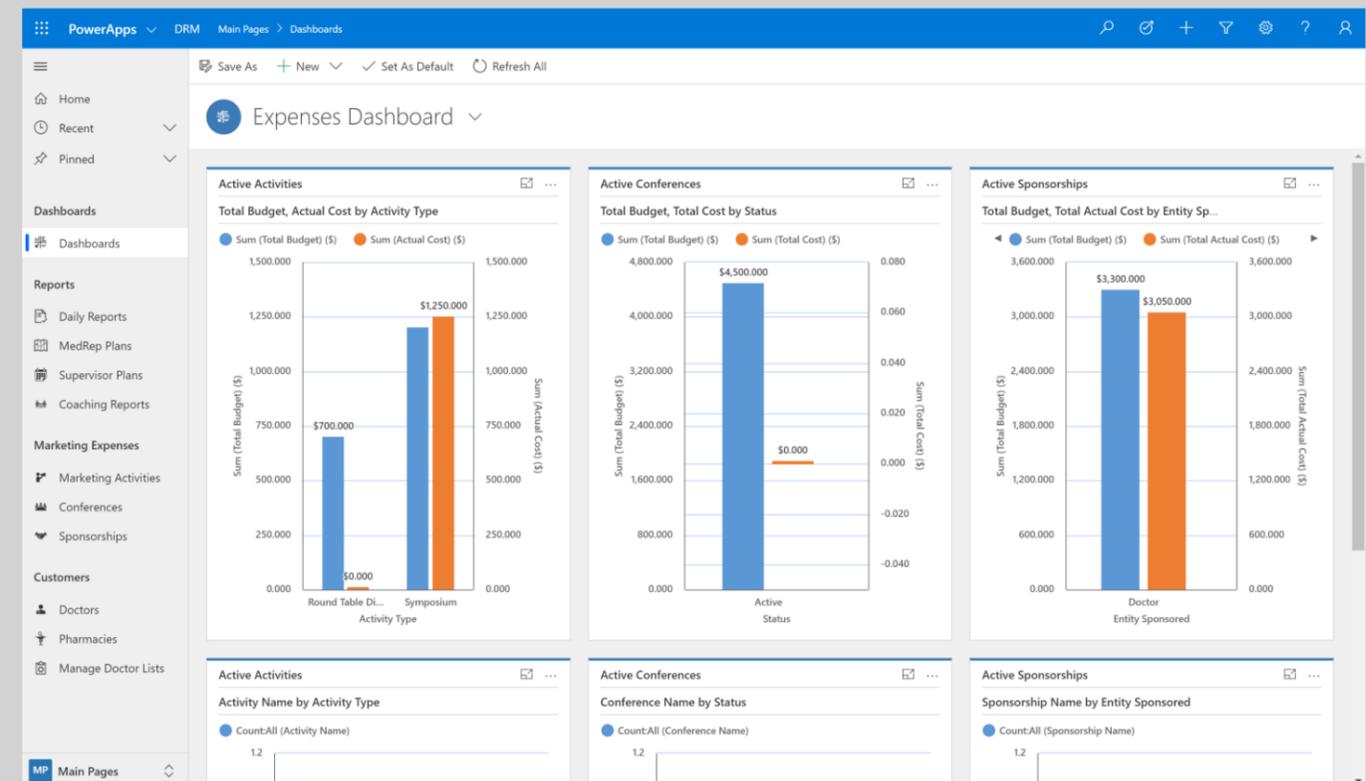
The screenshot displays a PowerApps interface for a coaching report. The report is titled "CR-0032 Coaching Report" and was created by Ayham Ateyat on 10/12/2019 at 11:26 AM, with the last modification by Mohammad Alkhawaja on 10/22/2019 at 1:42 PM. The report is divided into several sections, each with a star rating out of five:

- General**
 - Name: CR-0032
 - Report Date: 10/12/2019
 - MedRep: Ali Alkhawaja
 - Notes: ---
 - Owner: Ayham Ateyat
- Selling Skills**
 - Pharmacy Feedback: 4 stars
 - Call Planning: 4 stars
 - Approach: 5 stars
 - Questioning Technique: 5 stars
 - Handling Customer Responses: 3 stars
 - Listening Skills: 3 stars
 - Use of Promotional Material: 5 stars
 - Closing Commitment: 5 stars
 - Post-Call Analysis: 4 stars
- Knowledge**
 - Product Knowledge: 4 stars
 - Customer Knowledge: 4 stars
 - Market Insights: 5 stars
 - Competitor Knowledge: 4 stars
 - Medical Knowledge: 2 stars
- Territory Management**
 - Planning: 4 stars
 - Doctor Records: 5 stars
 - Resource Allocation: 5 stars
 - Reporting: 5 stars
- Personal Criteria**
 - Motivation: 4 stars
 - Willingness of Self Development: 4 stars
 - Team Spirit: 5 stars
 - Punctuality: 5 stars

Featured functionalities

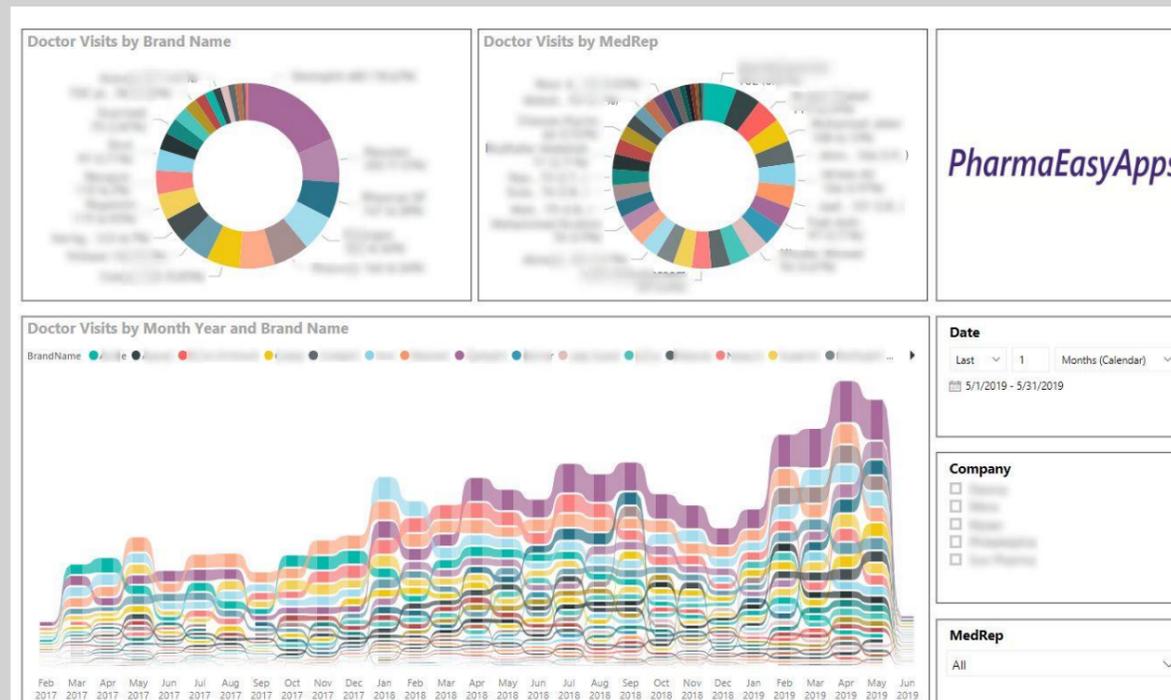
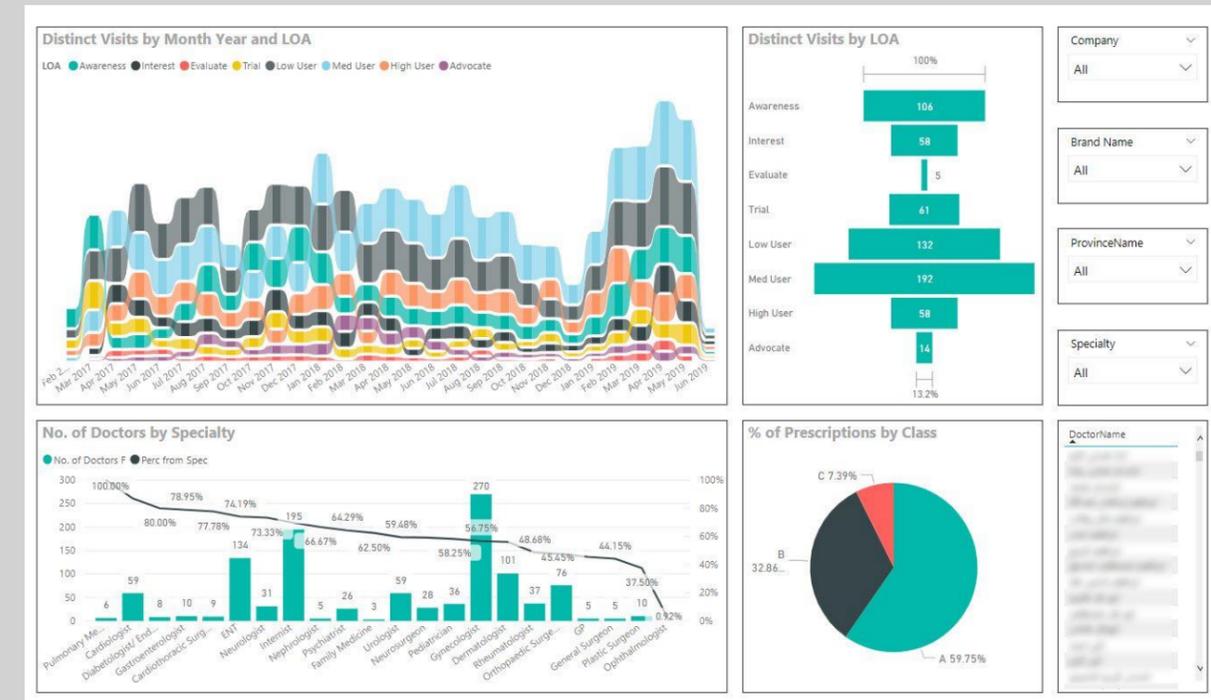
- **Marketing Expenses:**
 - Sponsorships to doctors and pharmacies
 - Marketing activities logging (lecture, standalones, RTDs... etc.)
 - Local conferences participations.

Marketing Expenses



Featured functionalities

- **Comprehensive unparalleled Analysis dashboards:**
 - Compliance to sending reports KPIs
 - Planned vs actual visits
 - Doctors coverage and frequency of visits
 - Analysis of the Ladder of Adoption
 - No of visits per product per medical rep
 - Analysis for the coaching reports and progress of skills per medical rep.
 - Ability to connect to Sales to measure Med rep efficiency and costs



Take the action and
call for a demo...

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