



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.

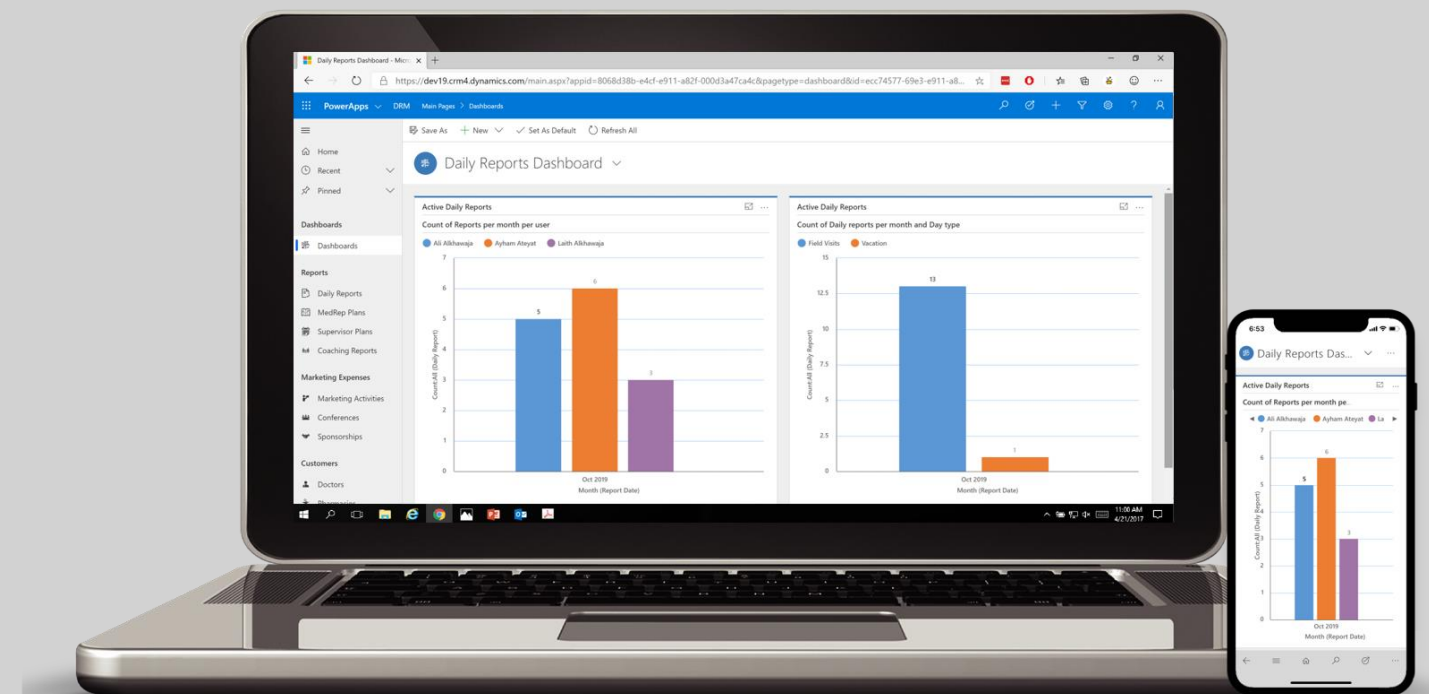


Increasing customer base and ultimately enhancing net growth of business.

[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 shows the 'Daily Reports' form in PowerApps for the location 'Atebba St'. The form is divided into several sections:

- General Information:** Includes fields for Area (Atebba St), Report Date (10/16/2019), Day Type (Field Visits), Double Visit (No), MedRep (---), Notes (---), and Owner (Ali Alkhawaja).
- Report Comments:** A section for adding comments, currently showing 'No data available.'
- Doctor Visits:** A table listing doctor visits with columns for Doctor Visit No., Report Date, Doctor, Main Product, and Ladder of Adoption. The table contains 6 records.
- Pharmacy Visits:** A section for adding pharmacy visits, currently showing 'No data available.'

The interface includes a navigation pane on the left with options like Home, Recent, Pinned, Dashboards, Reports, and Marketing Expenses. The top bar shows the PowerApps logo and various action buttons like New, Deactivate, Delete, Refresh, Assign, Share, Email a Link, Flow, Word Templates, and Run Report.

Featured functionalities

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

Coaching reports

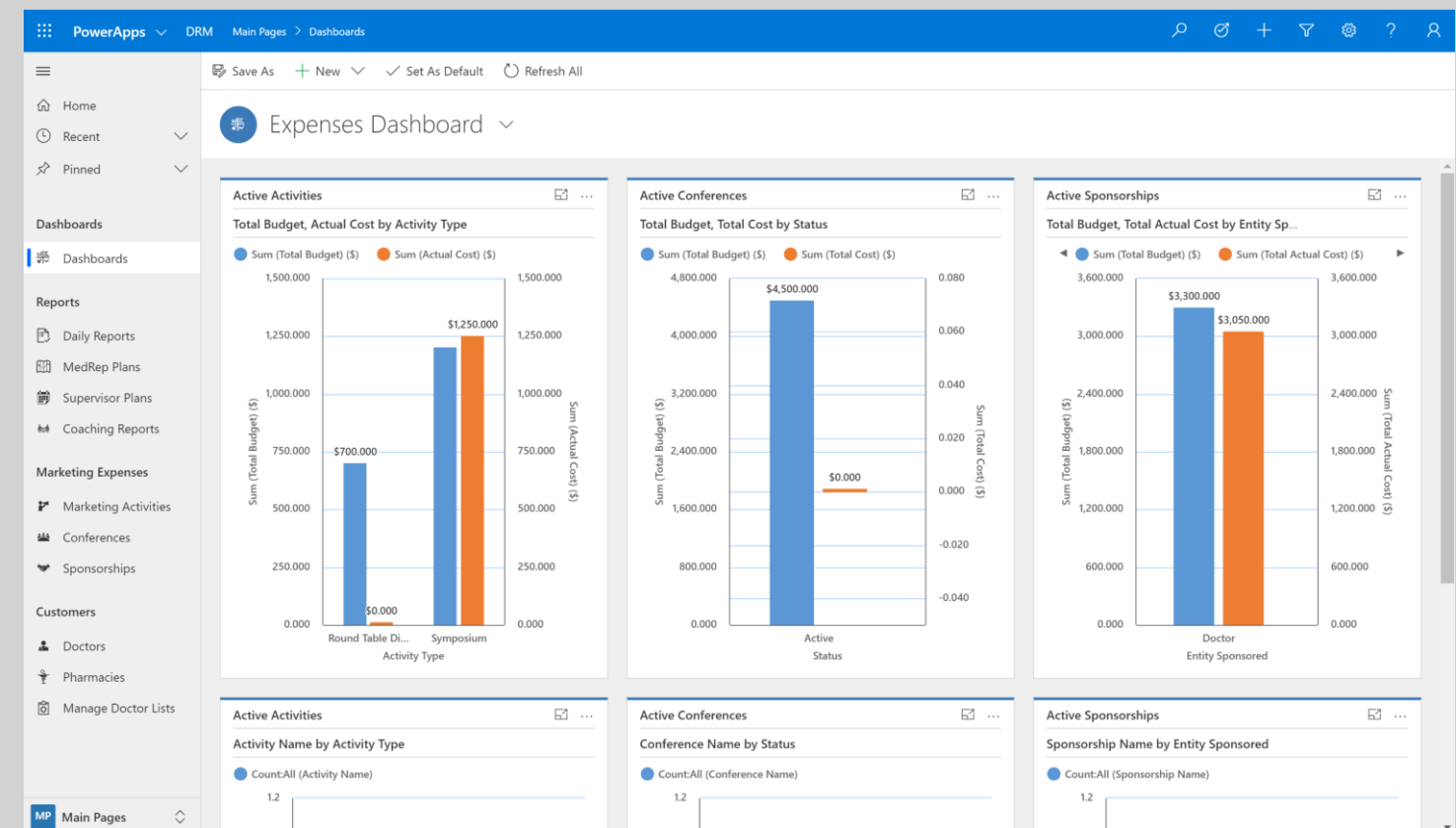
The screenshot displays a PowerApps interface for a 'Coaching Report' (CR-0032). The left sidebar contains navigation options: Home, Recent, Pinned, Dashboards, Reports (Daily Reports, MedRep Plans, Supervisor Plans, Coaching Reports), Marketing Expenses, Marketing Activities, Conferences, Sponsorships, Customers (Doctors, Pharmacies, Manage Doctor Lists), and Main Pages. The main content area is divided into three sections: General, Selling Skills, and Knowledge. The General section includes fields for Name (CR-0032), Report Date (10/12/2019), MedRep (Ali Alkhawaja), Notes (---), and Owner (Ayham Ateyat). The Selling Skills section lists various skills with star ratings: 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), and Post-Call Analysis (4 stars). The Knowledge section lists various knowledge areas with star ratings: Product Knowledge (4 stars), Customer Knowledge (4 stars), Market Insights (5 stars), Competitor Knowledge (4 stars), and Medical Knowledge (3 stars). The Personal Criteria section lists various criteria with star ratings: Motivation (4 stars), Willingness of Self Development (4 stars), Team Spirit (5 stars), and Punctuality (5 stars). The bottom status bar shows 'MP Main Pages' and 'Active'.

Section	Item	Rating
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	3 stars
Personal Criteria	Motivation	4 stars
	Willingness of Self Development	4 stars
	Team Spirit	5 stars
	Punctuality	5 stars

Featured functionalities

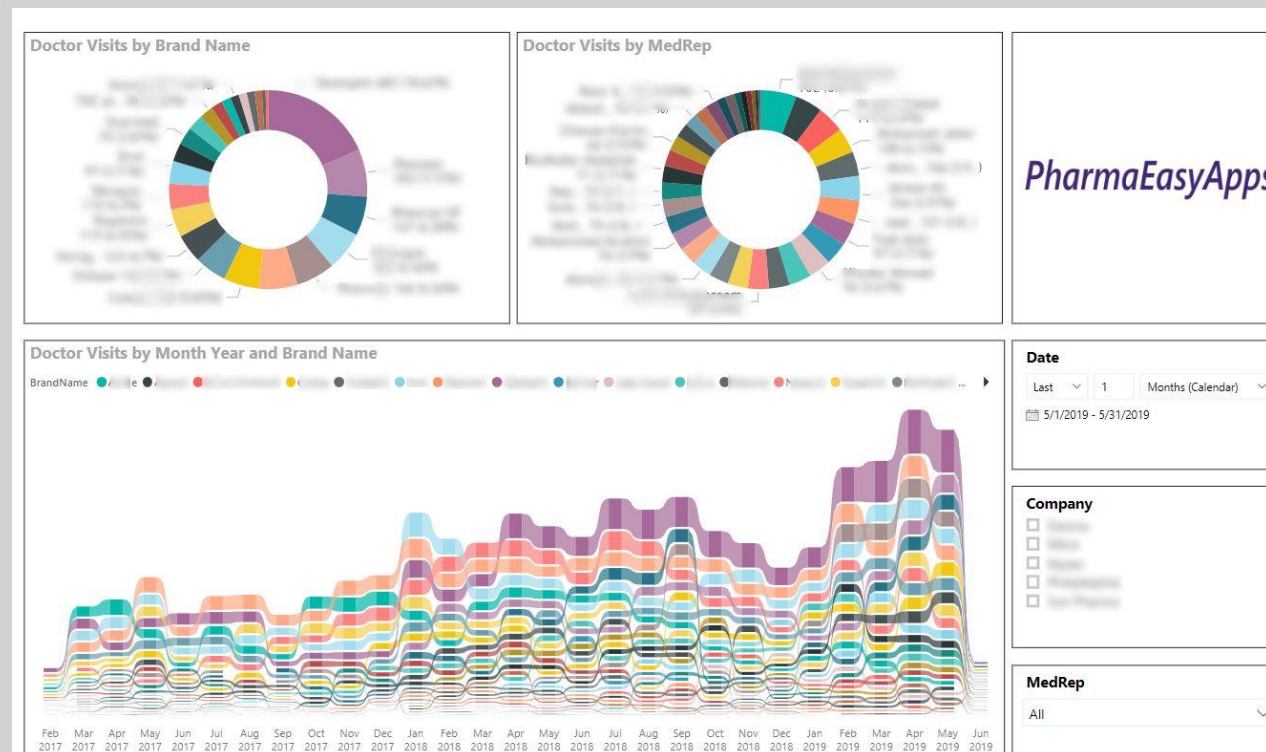
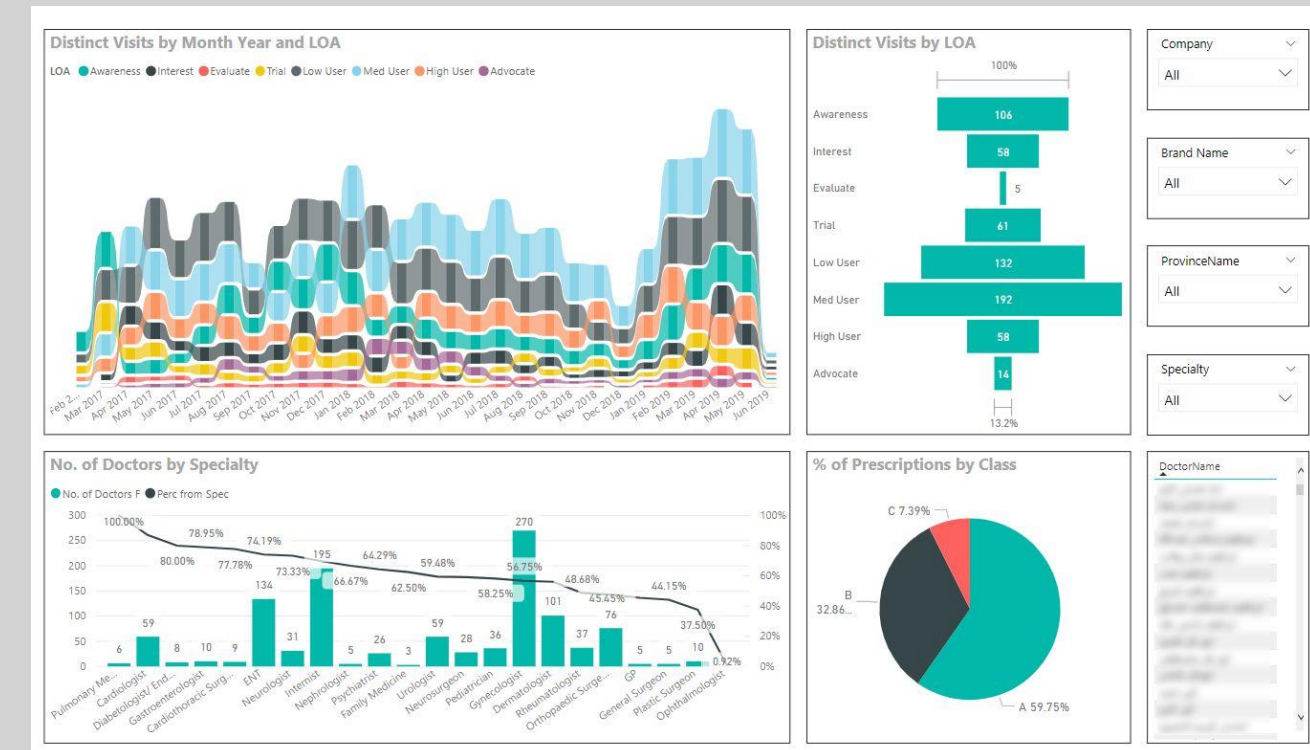
- **Marketing Expenses:**
 - Sponsorships to doctors and pharmacies
 - Marketing activities logging (lecture, standalones, RTDs... etc.)
 - Local conferences participations.

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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