spoivo

Integrated data that
drive your business

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No manufacturer exists alone.
We all know that before products hit the shelves, they go through a complex chain of many entities.This is not a straight line. Distributors not only sell your products directly to stores, pharmacies or chains, but also sell and buy them among themselves.

This process, of course, generates a huge amount of data, which is a rich source of necessary information about the market. While obtaining this data does not have to be a problem, their processing is a real challenge for any organization.

Data from multiple sources, generated in different systems and in inconsistent formats, must be reduced to a common denominator for you to make use of it.

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Spoivo - an advanced platform that integrates sales and purchase data from various sources with the manufacturer's data, comes with the help in managing this process.

Spoivo allows you to manage multiple areas of trade. Regardless of whether you want to improve cooperation with distributors, retail chains or retailers - within Spoivo you will find the right solutions.

Spoivo is a set of services, the purpose of which is to help you with the tedious and time-consuming data processing process.

With **Spoivo**, the data is available in one place, brought to the format and dictionary you use, and above all, ready for in-depth analysis. **Spoivo** is made up of following services:

- Integration of data from retail and pharmacy chains
- Sales Identification Service
- Sales by category
- Settlement of Discounts
- Ex-factory sale
- Sellout and stock levels

SPOIVO

Integration of data from retail and pharmacy chains

It is a service that combines purchase data (down to the level of specific points of sale) generated by retail and pharmacy chains with your data.

You will learn the volume of sales to the end customer generated by the chain. In this way, you will control the level of implementation of purchase plans, the volume of KAM turnover and the use of the discount budget.

Thanks to this you can control the inventory of pharmacies and stores, which will allow you to ensure the continuity of the supply chain.

Sales Identification Service

Thanks to the data from invoices from distributors, you will find out which points of sale are buying your products. Not only through representatives, but also directly at wholesalers.

This way, you will learn about previously unknown sales, the level of which can be as high as 60%. Thanks to this, you will identify retailers that you have not served so far.

You will be able to reach them directly, explore their potential and take appropriate action. You will get to know the full market for your products and you will gain new customers.

The Sales Identification Service also means easier and more reliable settlements with distributors and your representatives. **With reliable data from invoices, you will settle accounts for the actual sales, not only for the declared values.**

UIS

Sales by category

This service integrates the distributor's entire sales data within a given product category.

Thanks to it, you will learn what is the share of your products in sales to individual stores. In this way, you will discover the untapped potential of the market and reach the right customers with your offer.

Settlement of Discounts

Integrating discount return data from distributors will allow you to verify that the discounts requested by the distributor are correct.

Thanks to this service, you can easily determine the value of the discount to be returned, also accounting settlements will become easier.

Ex-factory Sale

As part of this service, data on the sale of your products to distributors are integrated.

This way you will find out if the distributors are selling and buying your products among themselves. Thanks to this, you will be able to verify the terms of cooperation and spot inaccuracies in reporting.

SPOIVO

Sellout and stock levels

This service integrates sales data generated by chains with your data.

These data include stock levels and sales made to the customer. Thanks to this, you can not only control the stocking, but you will also find out what and how many of your products are actually bought by end customers.

Spoivo – holds the foundations of your business together

Efficient flow of valuable data is the basis for the proper functioning of every producer - as is the possibility of efficient data analysis. An appropriate BI report has been prepared for each of the services that make up the Spoivo platform.

Thanks to this, you have the opportunity to quickly and conveniently obtain information and draw conclusions. **You don't need to be a specialist. All data is presented using clear charts that enable analysis on many levels of detail.**

Spoivo offers what every company needs: an efficient and maintenance-free drive. **It provides reliable and insightful knowledge with which you can make effective decisions and build your competitive advantage.**

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Get in
touch with us

On-line

https://sagratechnology.com/

Find out more about the **Spoivo Platform** on our website, where you can contact the product manager.

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