

Enhance the productivity of Frontline Sales teams

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RyzeUP



The Problem

90% of the sales teams work remotely on the field and driving them towards strategic goals of the organization is becoming big challenge



Feeling Uninspired

80% of the sales teams don't even aspiring for rewards, higher incentives as the likelihood of meeting targets is low



Disconnect with Headquarters

While leadership wants proactive lead generation, faster disbursals, focus of the field is on achieving targets



Ineffective Communication

For a front line, there is a lot of information sent but absorption is always a challenge

Business Impact

Sales Productivity and hygiene are critical success factor in delivering growth



Low Productivity – High Cost of Acquisition

While the salary structures are same for everyone, 50% of the sales teams perform below expectations leading to high cost of acquisition



Month End Rush – High Disbursements TAT

60-80% of the disbursements happen during the last week of the month there by causing choking of disbursement process



Higher Attrition – Delays in growth

With the industry average of 18-25% attrition and difficulty in hiring, adding new sales teams and making them productive is very expensive

The Solution

Maximize business performance by unlocking the human's instinct to get recognized and rewarded

Performance Segments



Create Role, Region and performance based segments and maximize opportunities to win

Performance Scorecards



Translate strategic goals into daily measurable score cards for every role

Daily Engagement



Internal social media to engage and influence the behavior of frontline staff

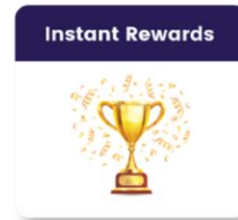
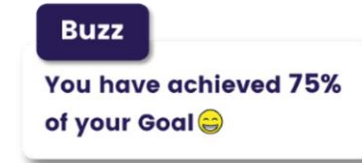
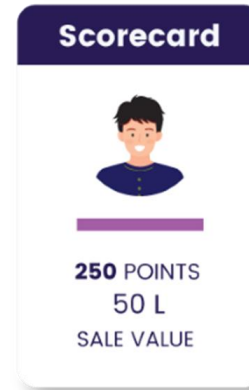
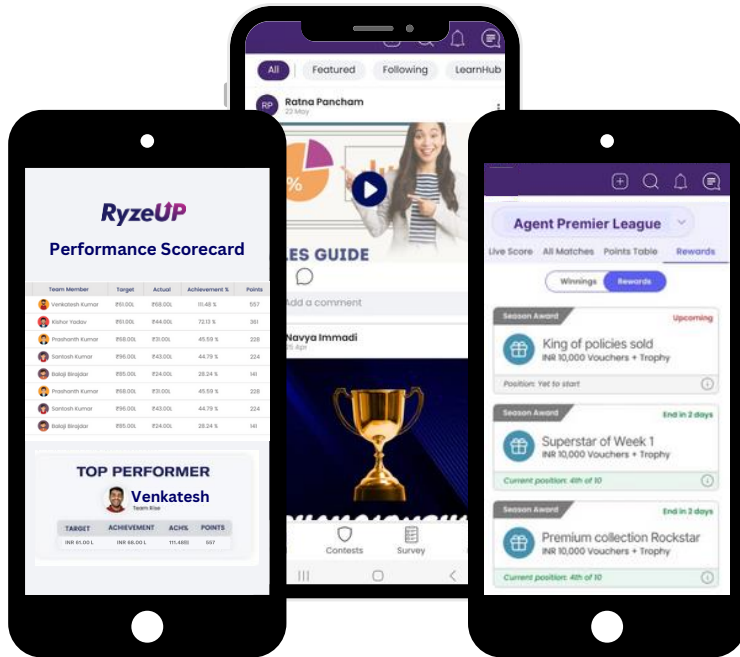
Instant Rewards



Recognize performance of every individual and celebrate collective success with Micro rewards

The Platform

SaaS platform that focusses on aligning front line staff to deliver strategic goals



Business Benefits

Improve the sales productivity and process adherence by focusing on front line



Data Driven Performance assessment and insights



Broad based contribution from every one to disbursals



Competitiveness among workforce to spark performance



Faster delivery of Rewards and Recognition



Simple and easy social media style communication to frontline



Ease in monitoring of performance and early warnings on non performances

THANK YOU