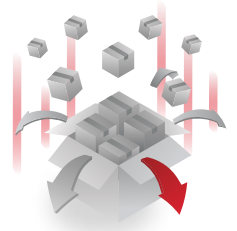




### **sales management**

one platform for all sales systems built with common features and independent modules for each.



### **collection management**

manage receivables in the field with this mobile application built with strong internal controls and user friendly features.



strategic & modular solution for multi-channel management, integrated with customer support to ensure effective reach and engagement.

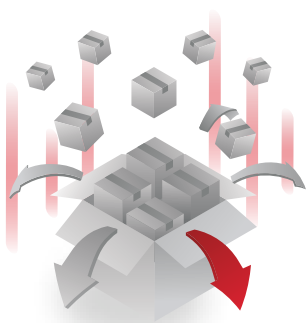
thinksales is an enabling solution for both visibility of sales and productivity enhancement for field. Modular solutions to effectively manage multiple sales systems - channel sales, B2B/B2C sales and modern trade. This approach provides flexibility for the organizations to move to any fresh sales route without bothering about system support.

thinksales gives clients the tremendous advantage of integrated back end call centre and frontline field, which ensures both speed and lower cost of acquisition.

while we advise using the entire solution for optimal outcomes, clients can always opt for individual modules/sub-modules

- » JAVA with MySQL database
- » Android & iOS (depending on modules)





## sales management

Selling through channel, modern trade, direct to customer, B2B, don't sweat, thinksales has covered it all. Getting greater visibility and control over multiple sales systems with one IT platform, this dynamic tool covers order to cash providing managers better productivity and predictability of sales.

### sales system

- » get greater visibility and control over sales function with this dynamic tool that covers all aspects of sales management process
- » comprehensive Distributor Module with an added unique feature that helps companies view the operations of the distributor, thereby improving sales management through higher product penetration at different outlets and market share management
- » designed to manage the entire distribution chain – company, multi-level distributors, dealers, right up to retailers. Distributor module helps company sales people view the entire transaction base of distributors.
- » Permanent Journey Planning (PJP) management, integrated with order booking and retail shop visit recordings.
- » modern trade module to manage centralized buying decisions, stock norms, dynamic pricing, store dispatches and promotions spends control. Added to operations management the module also provides for periodic planning and performance reviews
- » B2B sales channel module provides for account mapping, deal sizing & progress tracking, proposal making, negotiation facilitation, approval flows and order requirement documentation for service delivery management
- » mobile first Lead management system built for direct sales system ensures every single lead generated is tracked for closure. Lead recording, assignment, visit tracking, appointment scheduling, approval flows makes sure that all leads are worked upon and brought to logical closure





## collection management module integrated with sales systems

- » manage receivables in the field with this mobile first application built with strong finance controls and user-friendly features.
- » the application has an intuitive information flow for ease of managing customers and works on the basis of receivables information from the financial accounting system (FAS).
- » bulk information upload on receivables via excel sheet or where required through API's from other applications
- » provision of call center component for follow up
- » facility to record pre-defined, menu-based customer feedback with follow up mechanism
- » auto allocation of invoices using multiple attributes – pin code, customer type or other definable criteria
- » reports and dashboards for managing operations
- » extensive controls on manual receipt making
- » facility to create pay-in slips and reconciliation with collection

## common features across sales systems

- » order management, pricing, multiple price related schemes, incentives, channel commission, order execution, warehouse management, transport management & payment, billing and collection.
- » product attributes, pricing for channel/geography/segment, promotions & schemes are dynamically configurable. Order booking through desktop or mobile for field sales.
- » supply points mapping to channel to minimize transportation costs. Automatic Order management based on stock level from the closest warehouse.
- » automated dispatch and billing, with built-in credit check based on set credit limits or credit days. Facility to categorise customers to make exceptions in priority allotment or credit based on predefined rules.
- » Load-based transportation arrangement – predefined transport & handling contracts including bills settlement.
- » credit note management – incentives, scheme settlement, transport and handling charge reimbursement, price differential, tax differential, shortage, damage related and other miscellaneous reasons.
- » re-order level-based replenishment model for ordering on principals or factory
- » a comprehensive collection management system for effective control on both manual and automated receipting systems.
- » all receipts, bills, credit notes etc., can be integrated with FAS.
- » attendance mapping with geo tagging option
- » integration with call center for prospect management and mapping to concerned sales executive in the field.
- » easy access to product brochures, demos and any training material
- » customized and general communication to field staff.
- » integration with order management system (optional).
- » complaint management option – receiving and resolving customer complaints recorded at call center.