SALES AND DISTRIBUTION MANAGEMENT

The trends that shape the sales function for an operator include shorter product and plan innovation life cycles, complex channels and different commissioning rules, reduced customer loyalty, intense competition among manufacturing firms, rising customer expectations, increasing buyer expertise and rapidly changing inventory status across the sales channel.

In addition to having a strong sales function, companies should also have efficient distribution channels to make the products available to the end consumer. Management of distribution channels involves efficient channel design, conflict management and implementation of sophisticated channel information systems, which will enhance the process of making the products available to the end consumer in a timely manner and at the same time optimizing the redistribution cost among channel hierarchy.

KEY VALUE CREATORS

Simplify Sales
Creates new channels and dealers guided by customizable rules for business and commmission

Convert wish to strategy
Gather intelligence real time and enable FOS to be part of market insight gathering

Faster supply chain
Algorithmic forecasting for inventory consumption and heads up notifications for logistics planning

Minimize inventory losses
Real time view of all the serving warehouses to compensate inventiry shortages with inter warehouse tranfers

Stay updated
Real time secondry and tertiary sales data to reduce recognition time for credit sales to channels

Promote transparency
Enable your channel for transparent purchase tracking and defective stock management and online grievance management

Customized for your sales strategy
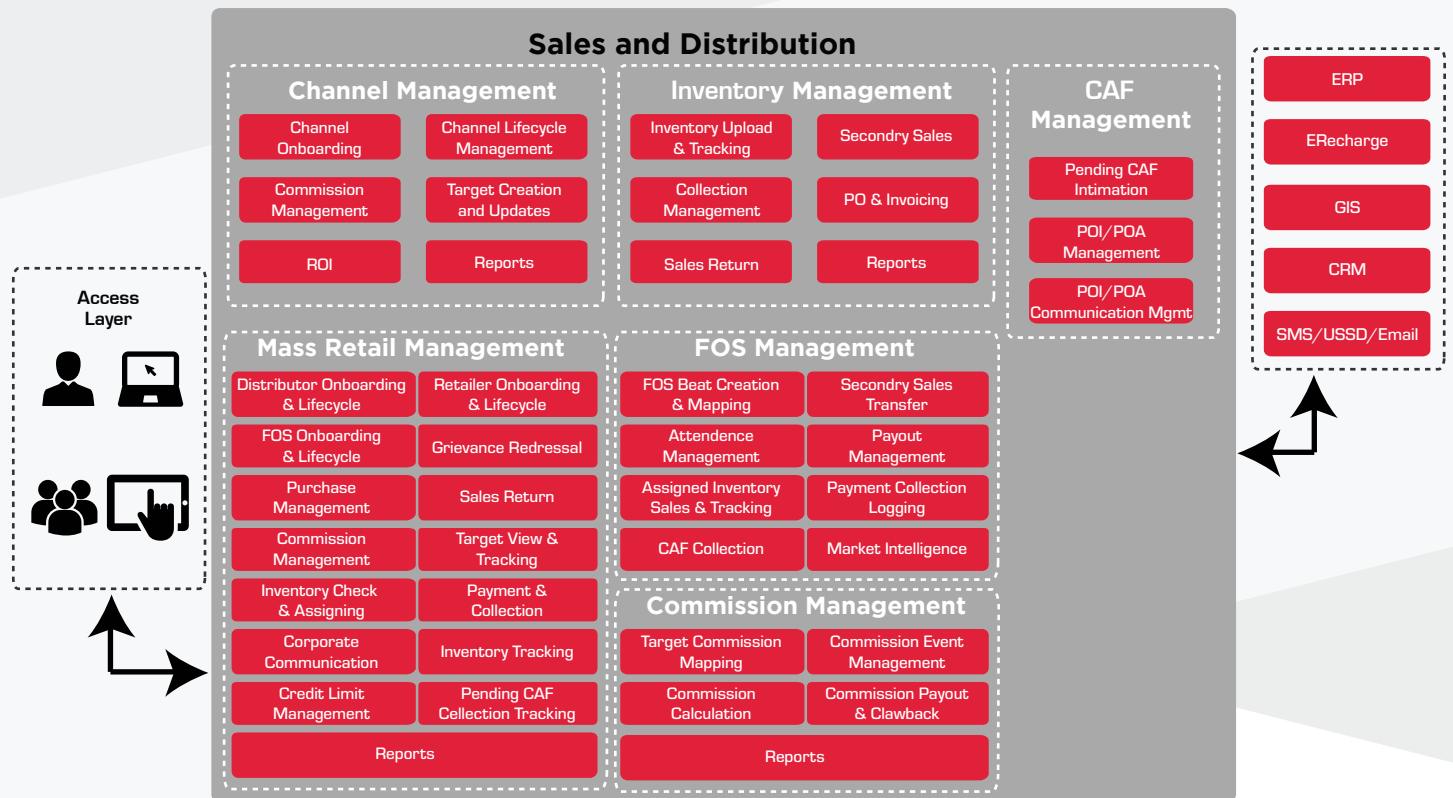Product with support for both push-and-pull-based sales

Empower your channel
Regular tracking of targets and realization and active campaigns. Enable dealers to run their own campaign for downward hierarchy

Faster activations
Real time tracking for acquired customers to reduce document collection and activation time

KEY FEATURES

Sales and Distribution

Channel Management
- Channel Onboarding
- Channel Lifecycle Management
- Commission Management
- Target Creation and Updates
- ROI
- Reports

Inventory Management
- Inventory Upload & Tracking
- Secondry Sales
- Collection Management
- PO & Invoicing
- Sales Return
- Reports

CAF Management
- Pending CAF Intimation
- POI/POA Management
- POI/POA Communication Mgmt

Mass Retail Management
- Distributor Onboarding & Lifecycle
- Retailer Onboarding & Lifecycle
- FOS Onboarding & Lifecycle
- Grievance Redressal
- Purchase Management
- Sales Return
- Commission Management
- Target View & Tracking
- Inventory Check & Assigning
- Payment & Collection
- Corporate Communication
- Inventory Tracking
- Credit Limit Management
- Pending CAF Collection Tracking
- Reports

FOS Management
- FOS Beat Creation & Mapping
- Secondry Sales Transfer
- Attendence Management
- Payout Management
- Assigned Inventory Sales & Tracking
- Payment Collection Logging
- CAF Collection
- Market Intelligence

Commission Management
- Target Commission Mapping
- Commission Event Management
- Commission Calculation
- Commission Payout & Clawback
- Reports

Access Layer

(Integrations)
- ERP
- ERecharge
- GIS
- CRM
- SMS/USSD/Email

End to End Channel Management
- Out-of-the-box support for a majority of sales channels
  - Mass retail (multi vendor retailers)
  - COCO
  - FOFO
  - Operator Stores
- Dealer acquisition and life cycle
- Dealer credit limit management and exposure control

Sales Target Management
- Annual Targets
- Festival or operator defined duration-based targets

Commissions and Claw backs
- Commission against target achievement milestones
- Transaction-based commission (FRC, first and second bill payment or any business event)
- Claw back management and notifications

Warehouse Management
- Support for mother and regional warehouse hierarchy
- Real time warehouse stock tracking
- Warehouse stock norms management and low stock notifications
- Warehouse transfers management

Inventory Management
- Inventory Lifecycle management from primary procurement until consumption booking
- Support for warranty and refurbishment
- Real-time inventory management at all levels
  - Warehouse inventory
  - Distributor inventory
  - FOS and retailer inventory
- Stock norms management at each level and low stock notifications

Secondary sales Management
- Support for pull-and-push-based sales strategy towards channel
- Web-based PO and SO lifecycle management at required levels
- Support for order modifications for High grossing distributors
- Support for sub orders for part delivery of purchased inventory
- Distributor wise personalized suggestion for order modification based on
  - Past quarter sales
  - Product wise sales
- Support for partial acceptance and sale return
- Support for standard discount and tax rules

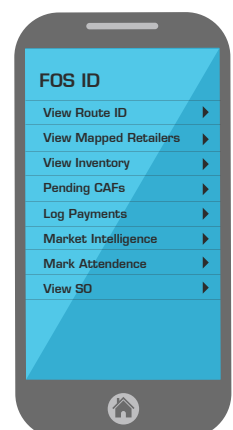## Payments and Invoicing
- Support for multiple payment methods
- Support for multiple payment plans
  - Upfront payment
  - Pay-as-you-sale
  - Mixed
- Secondary sales collection management and
- unrealized collection notifications

Mass Retail Management
- Retail hierarchy management
- Commission and claw backs
- Pending CAF collection
- Inventory transfers and payments management

FOS Management
- Unique mobile-based application for real-time field sales tracking
  - FOS route plan creation and tracking
  - FOS attendance management
  - FOS sales management
  - Market intelligence
  - Real-time collection notifications
  - FOS payout management

FOS ID
- View Route ID
- View Mapped Retailers
- View Inventory
- Pending CAFs
- Log Payments
- Market Intelligence
- Mark Attendance
- View SO

PLATFORM FEATURES

Centralized Platform

Talk to multiple network elements of the same or different types, and can be deployed for a country or region, with seamless multi-location connectivity, depending on operator requirements.

Deployment

Support both, cloud based and on-premise deployment modes.

Scalability

Supports scalability from small to large networks and supports the corresponding loads in terms of subscribers (few hundred thousand to tens of millions), users (few hundreds to thousands), networks (many MSCs, HLRs, INs, SMSCs, VMS), and usage (few million to hundreds of millions).

Reliability

Has uptime of 99.99 per cent, with hardware and application level redundancy, and fault tolerance.

Adaptability

Enables new services to be deployed quickly and in a cost effective manner in short timeframes. One of the world's largest operators is now able to deploy new data services within 24 hours as opposed to several weeks previously.

Flexibility

Configurable platform with automated processes and systems to facilitate incremental deployments.

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