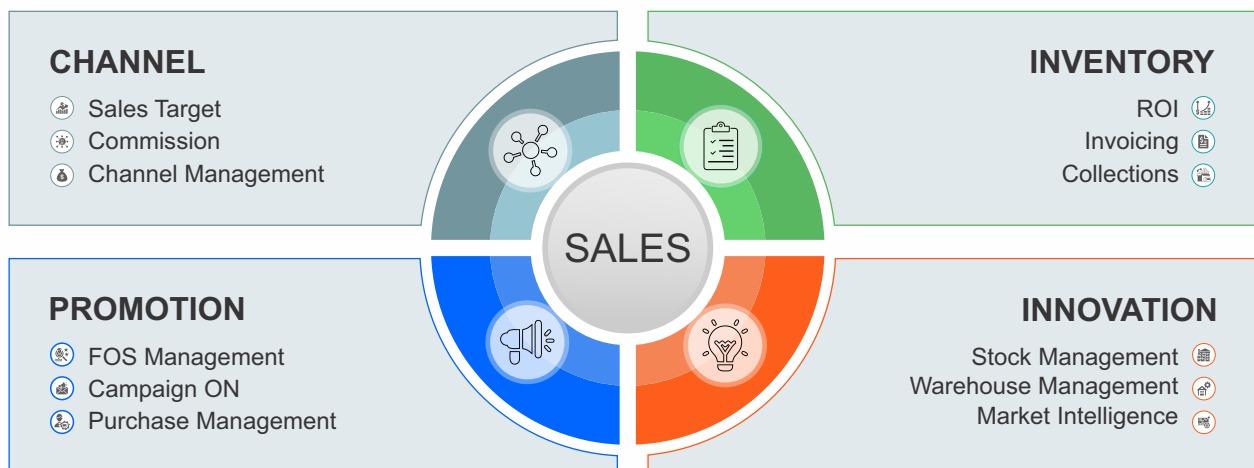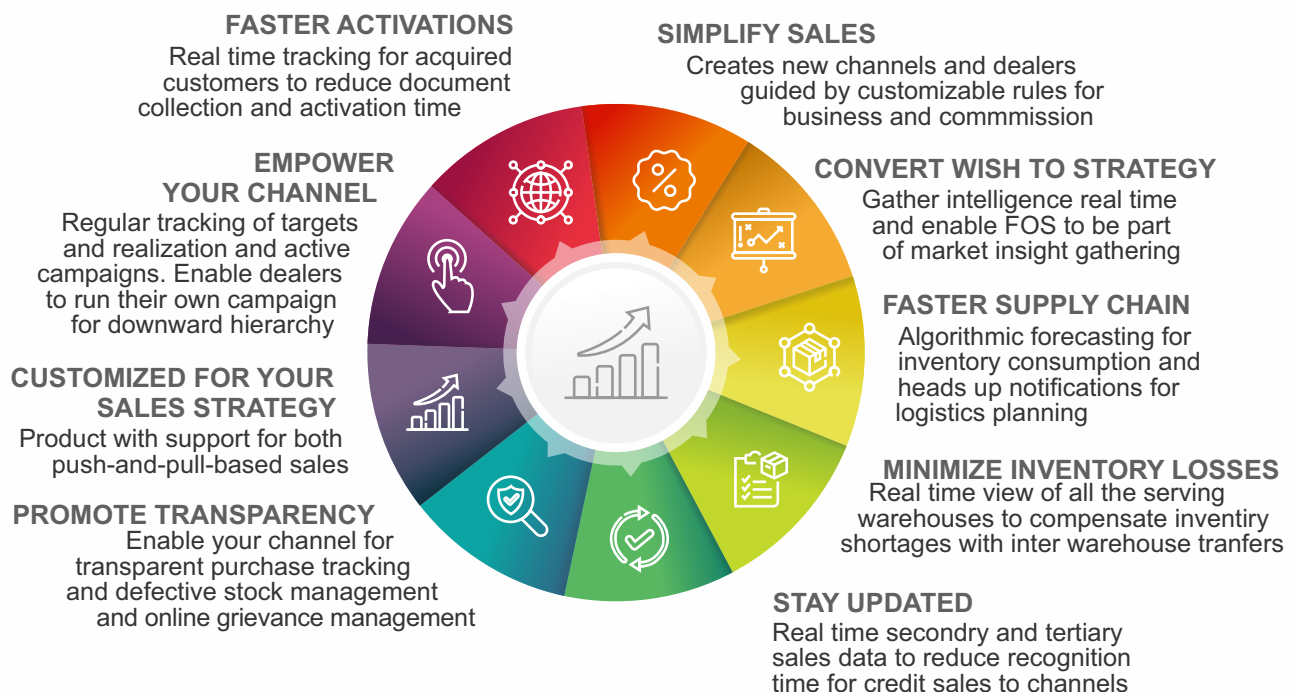**bluemarble**

**comviva**
A TECH MAHINDRA COMPANY

# 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.
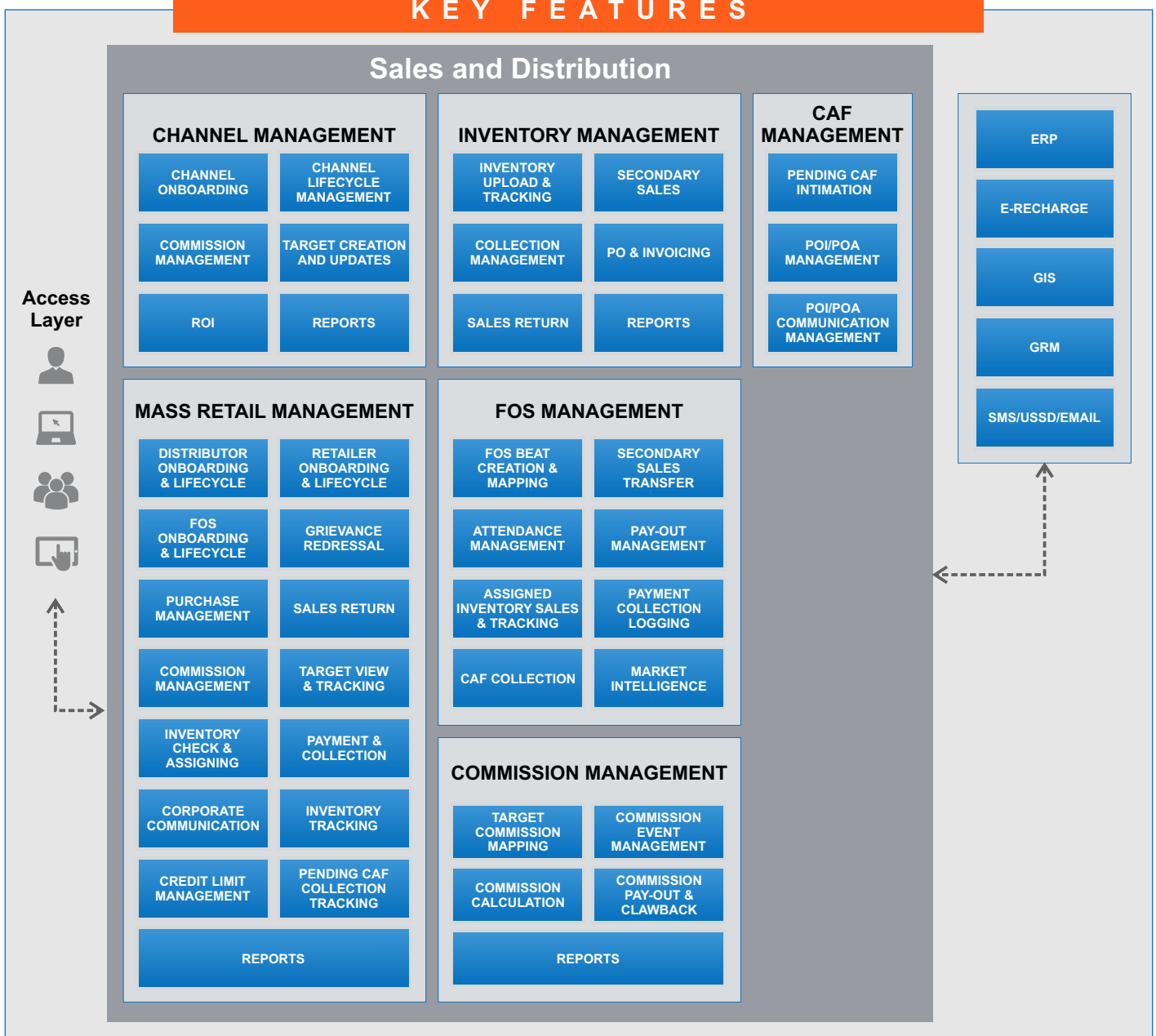
In addition to having a strong sales function, companies should also have efficient distribution channels to make the products available to the end consumer. Management of distribution channels involves efficient channel design, conflict management and implementation of sophisticated channel information 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.

### CHANNEL
- Sales Target
- Commission
- Channel Management

### INVENTORY
- ROI
- Invoicing
- Collections

**SALES**

### PROMOTION
- FOS Management
- Campaign ON
- Purchase Management

### INNOVATION
- Stock Management
- Warehouse Management
- Market Intelligence

## KEY VALUE CREATORS

**FASTER ACTIVATIONS**
Real time tracking for acquired customers to reduce document collection and activation time

**SIMPLIFY SALES**
Creates new channels and dealers guided by customizable rules for business and commmission

**EMPOWER YOUR CHANNEL**
Regular tracking of targets and realization and active campaigns. Enable dealers to run their own campaign for downward hierarchy

**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

**CUSTOMIZED FOR YOUR SALES STRATEGY**
Product with support for both push-and-pull-based sales

**MINIMIZE INVENTORY LOSSES**
Real time view of all the serving warehouses to compensate inventiry shortages with inter warehouse tranfers

**PROMOTE TRANSPARENCY**
Enable your channel for transparent purchase tracking and defective stock management and online grievance management

**STAY UPDATED**
Real time secondry and tertiary sales data to reduce recognition time for credit sales to channels

# 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
- SECONDARY SALES
- COLLECTION MANAGEMENT
- PO & INVOICING
- SALES RETURN
- REPORTS

### CAF MANAGEMENT
- PENDING CAF INTIMATION
- POI/POA MANAGEMENT
- POI/POA COMMUNICATION MANAGEMENT

### 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
- SECONDARY SALES TRANSFER
- ATTENDANCE MANAGEMENT
- PAY-OUT MANAGEMENT
- ASSIGNED INVENTORY SALES & TRACKING
- PAYMENT COLLECTION LOGGING
- CAF COLLECTION
- MARKET INTELLIGENCE

### COMMISSION MANAGEMENT
- TARGET COMMISSION MAPPING
- COMMISSION EVENT MANAGEMENT
- COMMISSION CALCULATION
- COMMISSION PAY-OUT & CLAWBACK
- REPORTS

### (Integration panel)
- ERP
- E-RECHARGE
- GIS
- GRM
- SMS/USSD/EMAIL

### Access Layer

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## 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

## 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

### 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

→ Warehouse inventory Distributor inventory FOS and retailer inventory

### 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 & tracking

   → FOS attendance management

   → FOS sales management

   → Market intelligence

   → Real-time collection notifications

   → FOS payout management

## 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

### About Comviva Technologies

Comviva is changing the world through digital experiences. Our innovative portfolio of digital solutions and platforms bring greater choice, faster time to market and flexibility, to better meet the evolving needs of our customers as they drive growth, transform and bring efficiency.

From maximizing customer lifetime value to enabling large scale digital transformation, we partner globally with organizations in the communications and financial industry to solve problems fast and transform for tomorrow.

Comviva solutions have been deployed by over 130 Communication Services Providers and Financial Institutions in more than 90 countries and have delivered benefits of digital and mobility to billions of people around the world. We are a part of the $21 billion Mahindra Group.

**For more information, visit us at www.comviva.com**