COMMERCIAL MANAGEMENT

Manage your commercial business and optimise your sales

The aim of the Proginov ERP system is to manage the stages in the life of a product, from production to sale, from procurement, inventory and statistics management to after-sales service. It is designed to meet the needs of all types of companies, in terms of both functions and volumes processed.

// Commerce, a challenge for companies

Business management is important in all businesses regardless of their size. Whether you are wholesaler, dealer or manufacturer, you need to consolidate information in one tool natively integrated with CRM, mobile applications, accounting, etc.

If you have a commercial activity, whether it is your core business or not, Proginov ERP is the right solution for you. Our multi-company, multicurrency, multilingual, multi-establishment, multi-warehouse system supports your international development.

// Add value to your business

Proginov ERP helps you optimise your inventory and streamline interactions with your customers, suppliers and partners. Our comprehensive solution manages sales, products and customers, and also provides product life cycle management (PLM), warehouse management (Mobile WMS), EDM, etc. It handles all the major aspects of commerce: purchasing, logistics, marketing, sales, and production if needed.

Whether your sales force is on site or in the field, the solution lets them devote themselves to their jobs. Proginov ERP is easy to tailor to your activity and brings added value to your business.

// Proginov ERP, an agile and comprehensive solution

Fully integrated, the Proginov ERP commercial management solution integrates all your sales channels (e-commerce, mobile sales force, retail points of sale, etc.). It also provides after-sales service, which has become a key component of a company's reputation.

The data cube and Proginov Analytics offer you various in-depth analyses, from a macro vision down to the finest detail. Available in the cloud, Proginov ERP supports you in your growth.

With our solution, it's easy to equip a new sales rep, open a new platform or a new point of sale.

An integrated solution available in the Cloud

Your inventory in real time

Optimise your sales cycle

Control delivery times

Control margins

PROGINOV

business management software

TOP FEATURES OF THE COMMERCIAL MANAGEMENT SYSTEM

MULTI-COMPANY, MULTICURRENCY, MULTILINGUAL, MULTI-ESTABLISHMENT, MULTIPLE SALES UNIT AND MULTI-WAREHOUSE

CUSTOMISABLE SHEETS (custom graphs, values and tables, objects, etc.)
- Centralise key data
- View analysis reports graphically

INTERNATIONAL TRADE
- International purchase and sales contracts

FREIGHT FILES
- Container schedule, cost price file
- Stock in transit

PRODUCTS
- Product catalogue, multi-supplier, equivalent items, variations, batch and location management, registrations, quality control, direct order, logistics, variants, technical data sheets, documents, media.
- PLM (Product Lifecycle Management)

PRICE LISTS
- Manage pricing terms (customers/suppliers) and special offers
- Commercial cooperation and discounts, commercial agreements, etc.
- Tree structure view of cost prices
- Check competitors prices

PURCHASES
- Automated and manual procurement
- Restocking alerts based on min/max inventory, sales forecasting, seasonality, histories, etc.
- Plan orders
- Control invoices, disputes, supplier relationships
- Orders in progress

WMS (Warehouse Management)
- Manage inventory by warehouse and storage location
- Manage logistics missions from a mobile device (picking, triggered replenishment)
- Manage LUs
- Timestamping of movements (projected and actual)
- Monitoring console
- Consumption, ABC analysis
- Graphic representation of warehouses
- Storage location dynamic assignment
- Voice picking

BATCH TRACEABILITY AND SSCC
- Incident files

SALES
- Invoicing chain: quotation, order, delivery, invoicing (electronic signature and timestamping of PDFs)
- Telesales
- Manage orders by sales journal and referencing
- Invoices and financial credit notes
- Commercial operations
- Manage points of sale (certified standard and mobile payment collection, loyalty)

E-COMMERCE (BTOB and BTOC) and Content management (CMS)

OTHER FEATURES
- Manage operators and teams
- Manage routes, carriers
- CAPM, CMMS, Jobs, Workshop
- Inventory
- Customer/supplier relationship (CRM/SRM)
- After-sales service
- Sales force (smartphones and tablets)
- Statistics: configurable statistics, data cube, etc.
- Mapping and geo-location
- Create label templates and merge labels
- Create report templates
- Rentals
- Manage pools
- Commercial configurator
- Manage point of sale
- Calendar, schedule
- EDM (Electronic Document Management)
- Telephony integration
- Paperless solution
- Workflow
- EDI
- Mapping and geo-location (open data)
- EDI (EAI, chorus-pro)
- BPM (Business Process Management)
- ESN (Enterprise Social Network)
- Sales forecasting
- Dispute management

PROGINOV // ERP Universe

Wheel diagram segments: Sales, Production, Retail, Mobility, Web, Finance, CRM, HR, Jobs, WMS
Center: EAI, ETL, BI, Telephony, Workflow, Requester, EDM, Ebics, EDI

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