PROGINOV // TABLET

MOBILE SALES FORCE

Equip your mobile sales reps and improve sales in all circumstances

Take your ERP system into the field to make your sales force more effective. The mobile solution for your sales force will save time, boost performance and reduce your time-to-sale.

// Sales are the key to business

Sales reps have always been most effective in the field. But laptops, tablets and smartphones have greatly increased the exchange of information with customers and sales administration. Designed for field efficiency, Proginov Tablet facilitates information sharing and thus shortens the time between the order and delivery to the customer.

// Self-sufficient field sales reps

The Sales Force version of Proginov Tablet manages all aspects of sales in the field: view customer prospect profiles, take orders and enter quotations, view product catalogues and pricing, manage customer requirements, enter payments, view administrative and other types of documents, etc.

Each user can also fill out their activity tracking forms and personalised questionnaires. Access to statistics (sales/margins by product, by sales rep, etc.) will give them an idea of how they are performing. The sales manager can view the results of the entire team.

Proginov Tablet is the mobile application that lets all field staff use the ERP system. Time-tested to be efficient and functional, it provides the vital link between field teams and office staff.

// Sales, anywhere, all the time

The Proginov Tablet Mobile Sales Force solution is multiplatform (Windows, iOS, Android) and works offline, ensuring continuity in taking orders. Regardless of network coverage, the sales reps always have access to the data they need.

Fully integrated, Proginov Tablet communicates at the heart of the ERP system without gateways. Information is processed and shared quickly. In online mode, all actions are processed in real time (viewing of stock, sending an order for preparation).
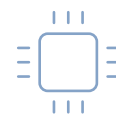
Multi-device and multi-platform

Fully customisable

Intuitive

Optimisation of time spent selling

Natively integrated in the ERP

PROGINOV
business management software

And when it comes to administration, the mobile fleet is easy to manage. Customisable at will, the application can be configured to best meet your needs. You can define user profiles and rules to secure access and ensure that your ERP data remain confidential.

Our solutions is fast and easy to deploy: a new sales rep will learn to use the application intuitively.

PROGINOV // ERP Universe

Sales · Production · Retail · Mobility · Web · Finance · CRM · HR · Jobs · WMS

EAI
ETL
BI
Telephony
Workflow
Requester
EDM
Ebics
EDI

TOP FEATURES OF THE MOBILE SALES FORCE

PREPARE SALES CALLS
- **Connect to head office to retrieve updated information**
- **Access set statistics and graphs**
- **Access individual sales representatives' performance**
- **View upcoming customer visits along with the customer sheet**
- **View outstanding receivables**
- **Track sales entries (quotation/order/delivery note/invoice)**
- **Customer sheet**
  - Display customer list and search by name, customer code, city, keyword, postal code or telephone number
  - Create and modify customer/prospect sheets
  - Manage conflicts with the central database when creating records
  - Detailed sales statistics
  - Detailed outstanding receivables
  - Display products present in the sales journal
  - Create orders
  - Create memos
  - View special offers in progress, customer pricing terms, customer outstanding and history of sales documents, addresses and contacts
  - Access customer's equipment pool
  - Manage contacts (create/modify)
  - History of administrative documents
  - Visit report
  - Access survey forms
  - View the history of invoiced products

GET THE JOB DONE
- **View item stock**
- **Enter quotations and orders**
- **View customer terms, volume commitments**
- **View the history of quotations, orders and delivery notes for the customer**
- **Enter payments received in person**
- **Enter orders**
  - Display customer terms/product sheet
  - Do product searches
  - Customer delivery address, with option of making changes
  - Multiple input (via sales journal, special offer, customer and item referencing)
  - Display the latest products invoiced
  - Calculate prices the same as in the ERP

- **Detailed item entry**
  - Product sheet details
  - Display technical and/or sales description of the product
  - Display product photos
  - Display margins in data entry grids
  - Quantity of the customer's last five orders
  - View customer's discounts with option of putting the product through free of charge
  - Actual stock and packaging and last customer selling price
  - View invoiced product history, product stock, equipment pool and volume commitments

- **Operational marketing**
  - Enter a satisfaction survey
  - Opinion poll

- **Add photos**
- **Add a customer signature**

REPORTING AND FOLLOW-UP
- **Create visit reports**
- **Access the ERP internal messaging system to communicate with the Back Office**
  - View messages received
  - Create messages and view the list of possible recipients

- **Access individual sales representatives' tracking and results**
  - Access set statistics
  - Connect to the head office to retrieve updated information (products, customers, sales journal)

- **Connect to the head office to submit the day's orders**
  - Send orders via Edge/3G/4G/Wi-Fi (or mobile data network)
  - View transfer statistics (number of orders)

- **Access the visit report history**
- **Team leader mode (enables team leader to 'log in' as a member of their team)**

PROGINOV
business management software