



# S&D PRO™

## Extensions

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Bringing Technology to Your Fingertips

People. Expertise. Integrity



YOUR STRATEGIC PARTNER IN  
SECONDARY SALES



# S&D Pro™ Handheld

S&D Pro™ Handheld is a revolutionary Android Mobile Application designed to boost and amplify your sales team's performance.

It serves as intelligence tool that provides you with concrete information to plan marketing strategies and brand promotions ensuring that you stay on top.

## Sales Journey Management

Significantly reduces the cost of distribution while ensuring maximum sales universe coverage and stock availability at each point of purchase

- *Route of the Day*
- *GPS Vicinity Lookup*
- *Visit Status Check*
- *Barcode Identification through AF Camera*
- *GPS Route Tracking with Time Stamping*

## Sales Order Management

Manage shop orders through the hand held terminal, record sales at a click of a button and make best out of in-market time

- *Multiple Selling Modes*
- *Available Stock Indication*
- *Pricing & Promotions*
- *Taxation*

## Delivery & Collections

Attain optimum efficiency in demand fulfilment with rigorous control on your trade credit

- *Returns Adjustment*
- *Credit Limit Check*
- *Invoice Printing*
- *Collection Instruments*
- *Credit Card Payment and Auto Credit Knock Off*
- *Customer's Signature*

## 4P Watch

Plan brand promotions and marketing strategy based on captured information. Leverage the inbuilt device camera to collect reliable proof of in-store activities in the form of Geo-Tagged and Time Stamped photographs

- *Monitoring Adequate Stock Availability at Outlets*
- *Monitor Stock Appropriate Placement*
- *Competitor Influence Assessment*
- *Price Standardization*

## Asset Integrity Assessment

Manage and maintain primary assets with ease with complete transparency of deployment and transactions

- *Barcode Identification*
- *Maintenance Check*
- *Utilization Monitoring*



# S&D Pro™ Tablet

S&D Pro™ Panorama™ is a trailblazer technological tool facilitating corporate sales force leadership during their field operations. Panorama™ leverages the latest software and hardware advancements to ensure speedy sales on the go.

The application design and platform is built to deliver the flexibility that all businesses demand ensuring speedy processing and information management

## Sales Team Productivity Management

Assess and improve your sales force productivity and significantly reduce ongoing distribution costs

- *360 Degree Sales Force Performance Monitoring*
- *In depth Outlet Productivity analysis*
- *KPI Monitoring*

## Sales Journey Planning and Optimization

View your company's complete sales universe in one window and analyse the real time progress of each sales journey

- *Graphic Sales Routes on Google Maps*
- *Graphic Interface for routes designing, monitoring and improvements*
- *Sales Resources movement Tracking*

## Modern Trade Operations

Control your trade operations from a centralized location guaranteeing control and real time analysis

- *Stock-On-Shelf Monitoring*
- *Order Taking*
- *Asset Integrity Management*
- *Consumer Surveys*

## Outlet's CRM and Audit

Document and view the performance of each outlet in your sales universe

- *New Outlet Registration & Verification*
- *Facility to Record Complaint from outlets*
- *Visual evidence capture (geo-tagged photos or video recordings)*
- *Define Multi-Level Complaints Review Workflow at the Back Office*
- *Complaints progress via SMS and Email*
- *Complete Outlet Surveys*
- *Auto reconciliation of results*
- *Visual evidence Capturing and Archiving*

## Team Collaboration

Facilitate field force collaboration through real time messaging and connectivity

- *Complete logging of messaging at the back office*
- *Task creation, assignment, delegation and progress monitoring*
- *Meetings Calendar*
- *Documents Sharing*



Ensure Control with  
Optimum Efficiency



# S&D Pro™ Sales Universe

S&D PRO™ Sales Universe module is an avant-grade technology built on Google services, that empowers you to reshape your sales journey planning and helps you to execute it with perfection

## Marketing Operations Spread & Composition

View the spread of your marketing activities visually on the map and analyze the composition of your client's various characteristics:

- *Extend marketing and business span*
- *Find new territories*
- *Ensure transparent investments and results*

## Field Force Tracking

Watch the progress of your field force on your territory map in real time and assess productivity

- *Find marketing team positions*
- *Assess call plans and sales call routes*
- *Analyse call status and call details*

## Sales route contouring and balance

Assess current visit routes from the aspects of distance, time required to traverse and number of reps associated with each route

- *Calculate factors reflecting route productivity*
- *Correct visit sequence for each route*
- *Ensure overage to maximum clients*

## Route Planning Efficacy Monitor

Observe patterns of your sales force field movement and each outlet's behaviour

- *History of sales visit*
- *Effectiveness of sales route*
- *Revamping of sales visits*



# Mobiz™

Mobiz revolutionizes communication and jump starts your marketing and promotion campaigns.

Target your customers and outlets to create awareness of your product with this efficient and comprehensive mass messaging software.

## Create Awareness

Create awareness about your products, and target specific outlet groups via custom designed text messages and emails

- *Arrange polls and questionnaires*
- *Analyse responses*
- *Design customer hierarchy*
- *Update outlets about new product launch*

## Ensure Productivity

Stay informed on the productivity of your customized messages through business related developments

- *Real time updates*
- *Real time performance monitoring*
- *Assess service levels KPIs*

## Gain Trust

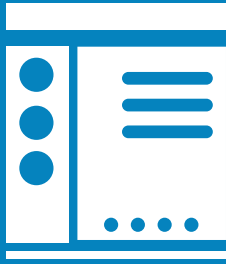
Gain your customers confidence and strengthen your relationships over time

- *Authentic name and signature*
- *Robust security*



# Discover Real Time Dynamic Information Exchange and Processing





# S&D Pro™ Desktop Widgets

S&D Widgets is integral business intelligence and reporting tool that is connected to your central DMS online or through LAN and can retrieve real time data and display it on desktop widgets.

This tool is focus driven and simultaneously updated at different intervals and any “new focus” casted by the administrator on the central DMS is also casted down to the user widget.

## Real time Updates

Stay connected with your business with key information at all times.

- *Customized information widgets linked to your DMS*
- *Distribute widgets to teams in real time*
- *Superior visual information in 3D*
- *Multiple information attributes*

# Choose The Right Partner

Choosing a solution for your business is only the beginning of a enterprise wide change. Thus, it is important that you choose a partner rather than an ordinary vendor.

Centegy Technologies has over 85 leading global clients and we not only provide day to day support to them but believe in sharing ideas and business acumen. We are committed to working with our clients and ensuring that your business performs exactly the way you want it to.

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