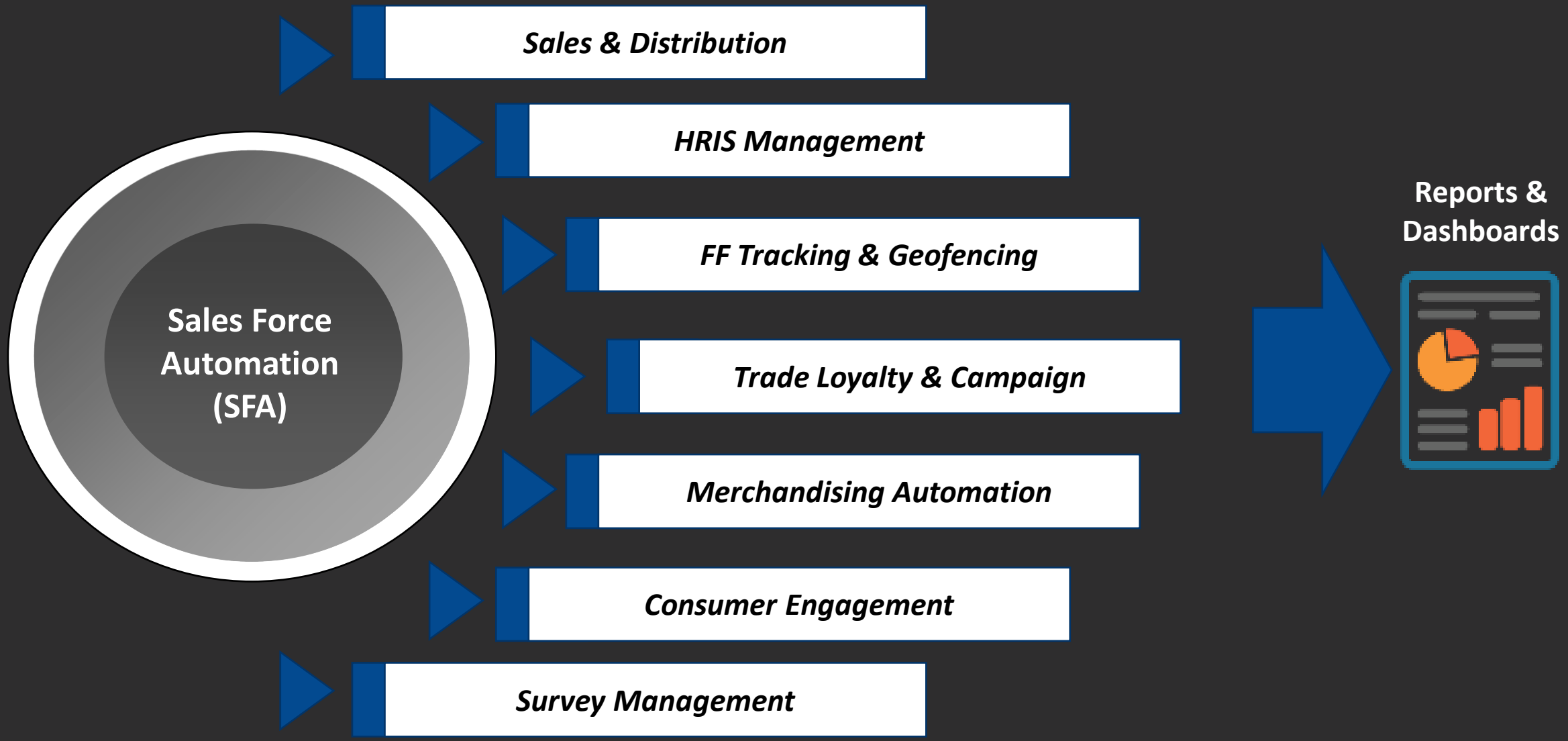
APSIS SOLUTIONS LTD

ISO Certified Company

Your Digital & Innovation Partner

Sales Force Automation (SFA)



Sales & Distribution (S&D)

The biggest S&D automation platform in Bangladesh!!

Outlet	FF	Sales Call/Day
850K +	12K +	375K +

Features:

- Ability of operating in both online & offline mode.
- Auto sync with pre-set PJP
- Automated stock upload/entry
- Sales order capturing
- Delivery/Sales confirmation
- Real time stock status
- Invoice/Memo printing
- Sales Rep monitoring though Supervisor application
- Stock management system

This is the core module of SFA solution

Sales & Distribution (S&D) - Features

Day Beginning

Auto sync with pre-set PJP

Automated stock upload

During the Sales Call

Sales Order capturing

Delivery/Sales confirmation

Real time on hand stock status

Invoice/Memo printing

Day Closing

Cash submission according to the sales report

Remaining stock return to warehouse according to on hand stock report

HRIS Management

HRIS is a separate module which is integrated with SFA solution

- Employee profile management

Employee directory

- Field Force Attendance through PDA or biometric device.
- Leave management

Attendance & Leave

- KPI setting and assessment
- Performance assessment

Performance

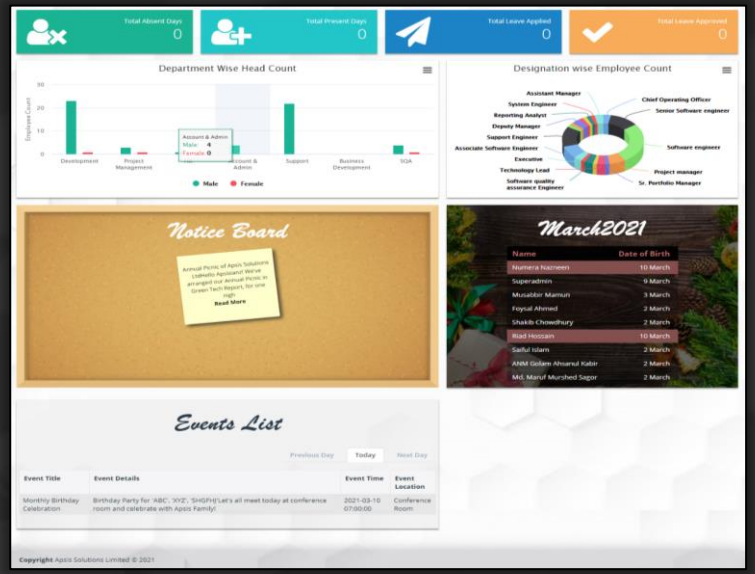
- Salary calculation
- Salary sheet generation

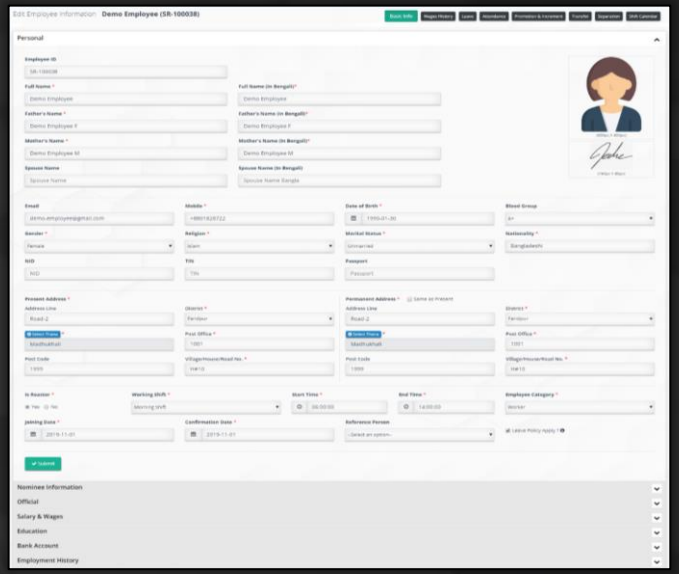
Payroll

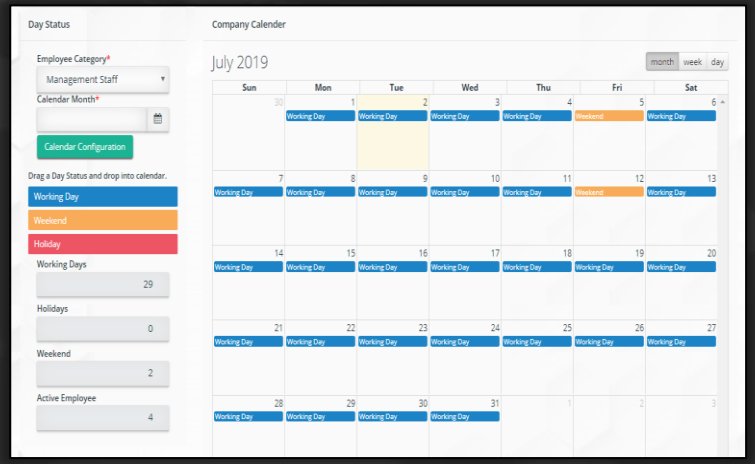
HRMS & PAYROLL

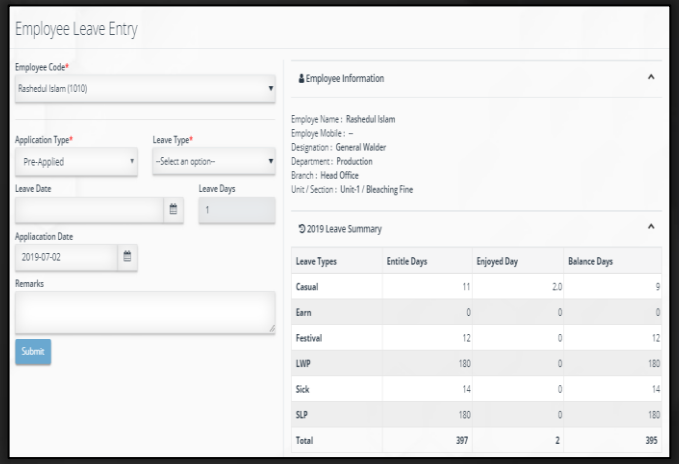
Features:

- Company wise Organogram
- Employee directory
- Employee/Admin Dashboard
- Recruitment
- Employee profile management
- Self Service portal
- Probation management
- Employee Tax
- Working shift management
- Attendance & Leave
- Payroll Management
- Employee loan/Advance
- Performance evaluation
- Transfer & Separation
- Increment & promotion



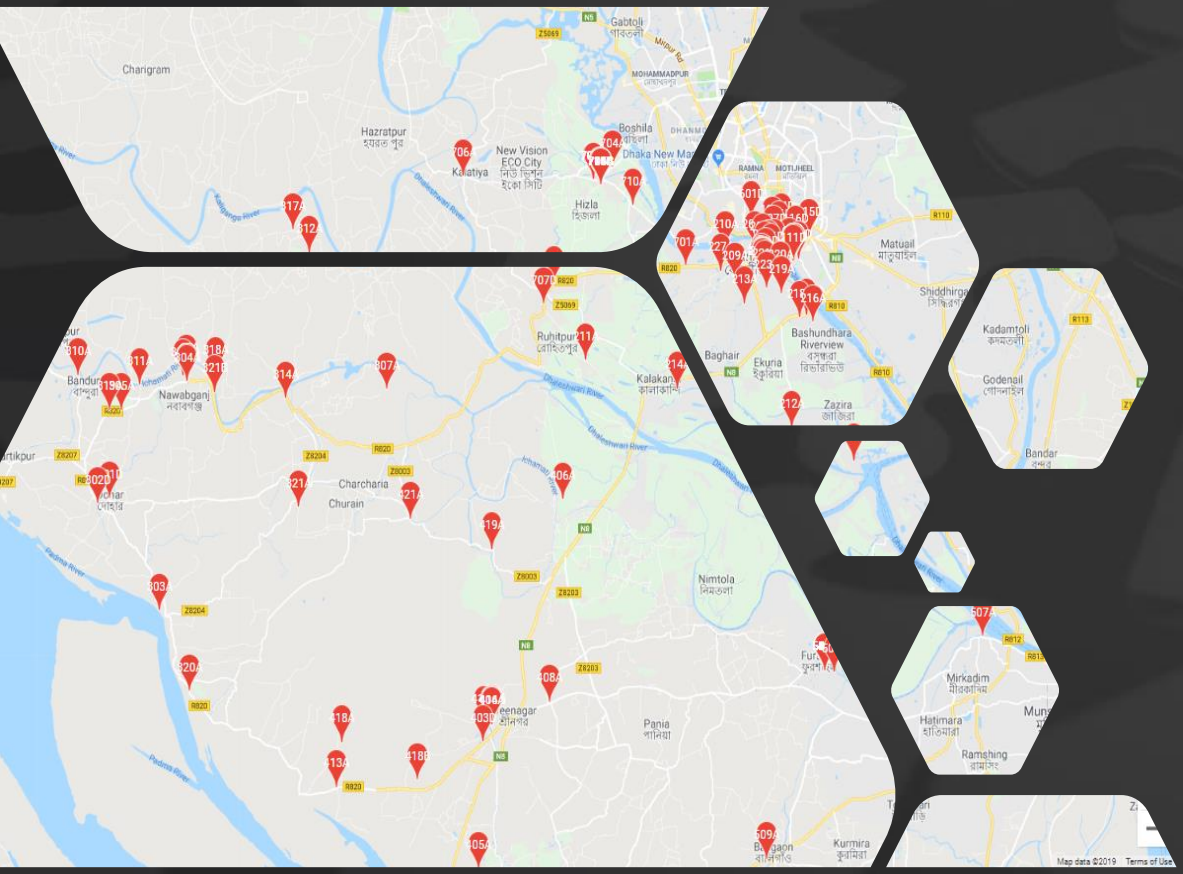






FF Tracking & Geofencing

Field Force Tracking and Geofencing has the following major features



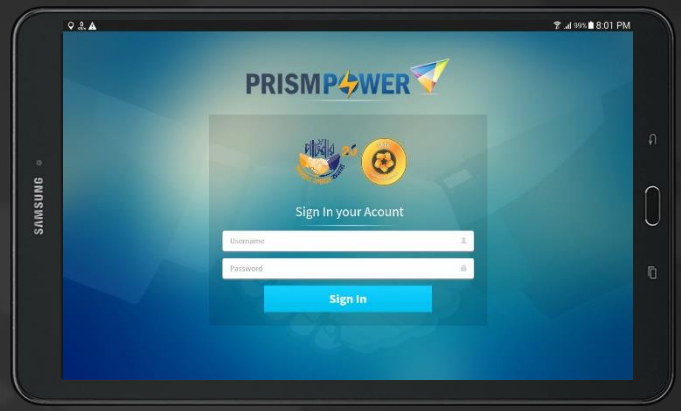
FF Tracking

- Outlet Level Real time Sales tracking
- Real time insights
- Savings in back-office time
- Route Plan Adherence

Geofencing

- Outlet geo tagging
- By location dynamic radius setting
- Manual overriding & tracking
- Sales control by Geofencing

TRADE LOYALTY PLATFORM



1 Customer Database management

- Customer profiling based on pre-set criterion.
- Customer's basic information management
- Customer's family information
- Customer Geo location validation

2 KPI management

- Set quantitative and qualitative KPIs for customers
- Track achievement against set KPIs.
- Slab based reward management

3 Message communication

- Campaign message communication through application
- AV Communication
- Visual communication

4 Field Force call management

- Track Field Force call reports
- Supervisor's verification reports
- Field Force Live Tracking

TRADE LOYALTY PLATFORM (CONT.)

5 Customer Reward management

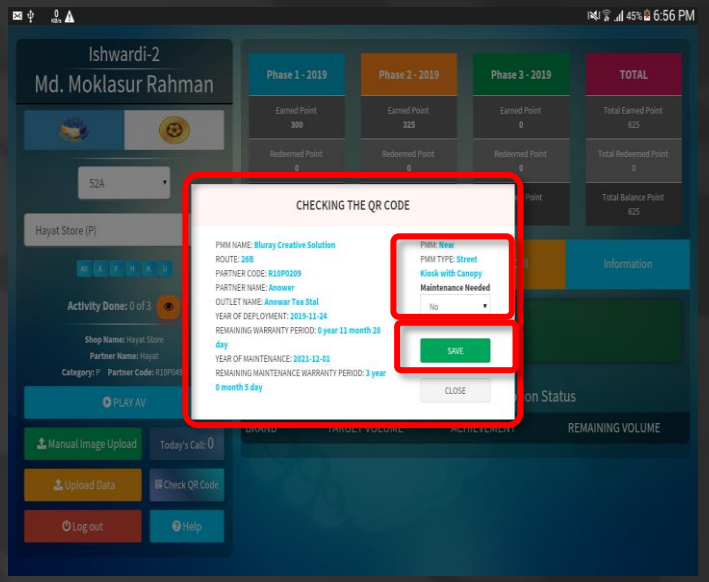
- Customer Gift requisition
- Slab based gift item selection
- Point management
- Point redemption through reward
- Reward receipt verification though 2FA authentication.

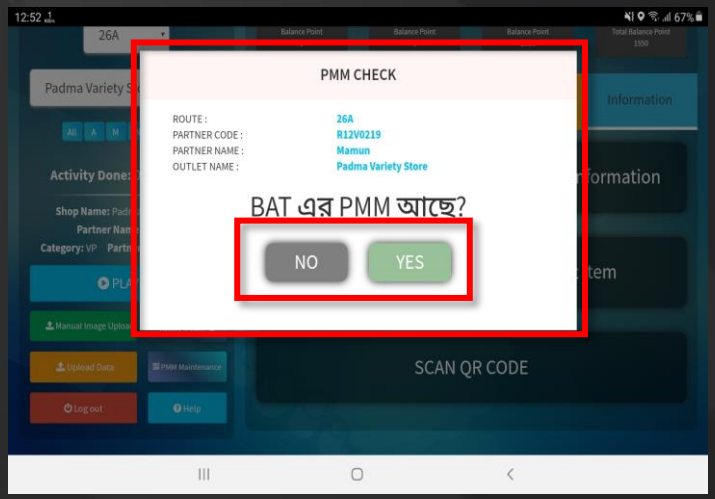
6 Sales performance analysis

- Customer's regular by SKU sales trend analysis.
- Identify the strength area
- Target vs achievement status with remaining target

7 Asset management

- QR Code based asset information pop up.
- Identify wrong QR code
- Asset maintenance status check

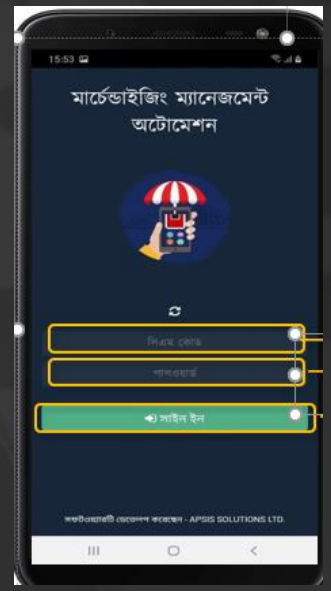


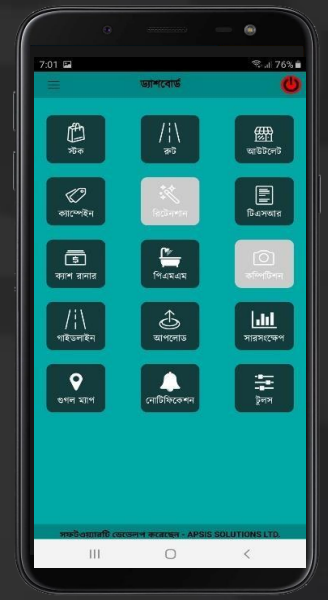


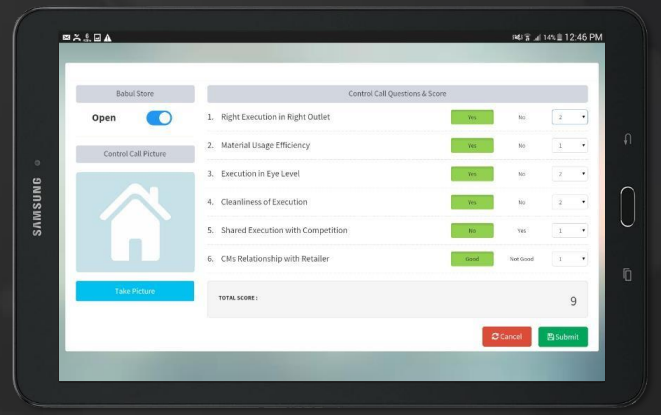
MERCHANDISING AUTOMATION

Merchandising Automation helps to track the Merchandising activity at the outlet level along with Merchandiser tracking and material

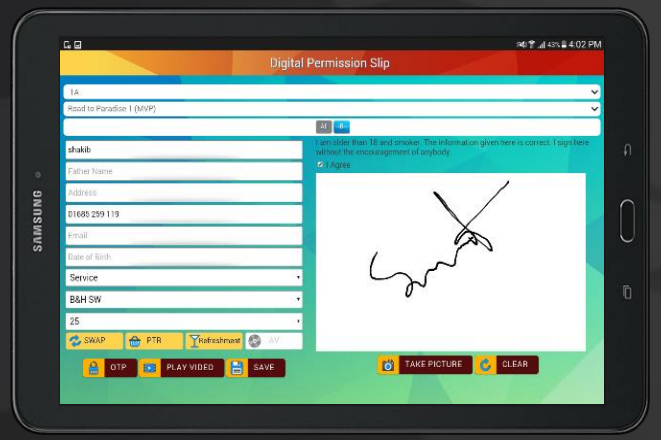
- Field Force Tracking
- Pre-Execution image capturing
- Update material information
- Damaged material information update
- Post execution image capturing
- Stock counting & Reporting though AI







CONSUMER ENGAGEMENT



- Stock management
- Digital permission slip
- SKU wise swapping management
- OTP authentication
- Digital signature
- Brand message communication through AV

SURVEY MANAGEMENT

Dynamic Survey configuration

- Scope defining according to market demarcation
- Capture respondent's basic information from database
- Survey timeline setting
- Schedule the survey and can enforce repetition
- Outlet level survey configuration

Dynamic Survey form

- Configure different types of questions – MCQ, Textual, Numeric etc.
- Set mandatory and optional questions.
- Options to configure parent question and child question.
- Configure dependent questions based on previous answers.

Survey reports

- By respondent survey outcome report
- Basic analytics with some graphical representation

Survey management app has been a very useful tool nowadays in Sales & Distribution management

REPORTS

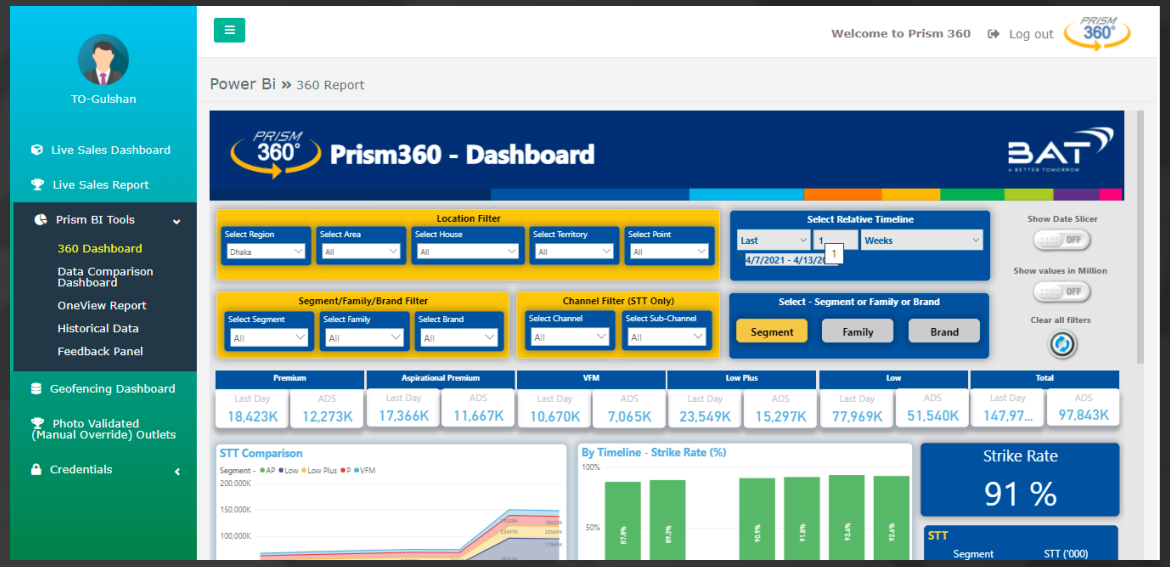
Following are the basic reports that can be generated in SFA solution

- Route wise Sales reports
- Route wise Strike Rate
- Route wise Memo report
- By point Opening and Closing stock reports
- Outlet wise sales and memo performance
- Year to Year sales comparison report
- Order vs Delivery report
- Query manager

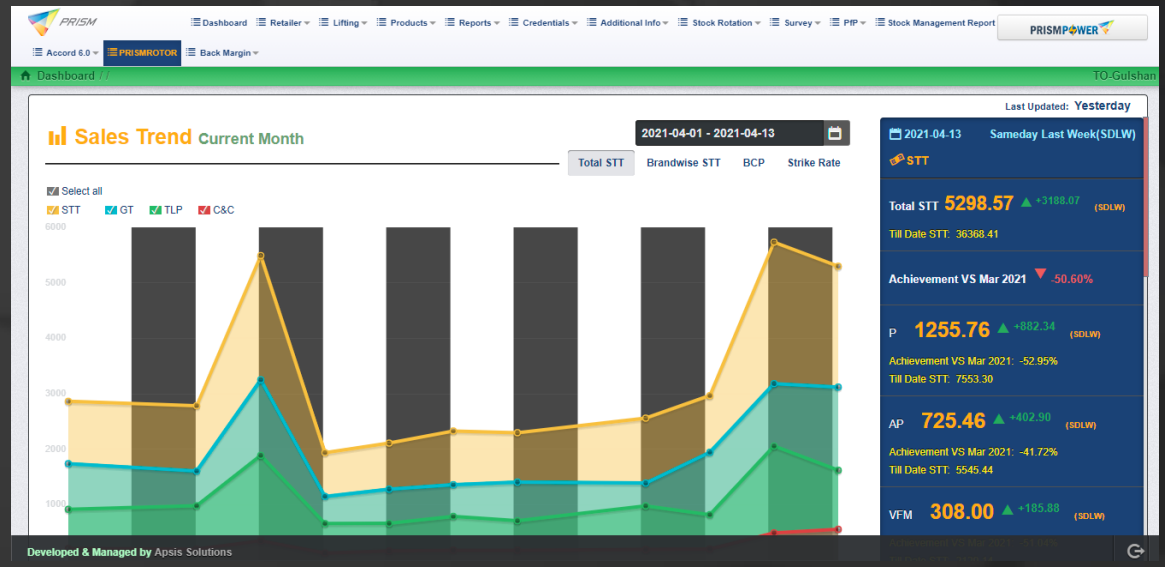
DASHBOARDS

- ✓ Very easy to view customized report
- ✓ 360 view of the entire operation at a glance
- ✓ Data comparison dashboard
- ✓ OneView reports
- ✓ Historical data
- ✓ Filtering of brand, SKU, location, timeline will change all information instantly.
- ✓ Reports can be seen both in graphical & tabular format

BI Dashboard



S&D Dashboard



- ✓ Quick view of sales & distribution performance
- ✓ Easy filtering though Location, Timeline, Brand, SKU etc.
- ✓ Comparison against yesterday's performance
- ✓ User access wise dashboard management

THANK
YOU