

Field Sales Automation with

# POLUMANA

For more mobility in sales



The POLUMANA® app is your sales tool for successful customer meetings. With the digital product catalog, mobile CRM, order entry and marketing campaigns, all the necessary working tools are bundled in a single app - regardless of whether in the B2B or B2B2C sales model. You achieve greater customer satisfaction and more sustainable customer loyalty, resulting in increased sales.



## Core industries for POLUMANA® sales app

- Food and beverages
- Consumers products
- Wholesale / tools
- Pharmacy / chemistry

### Integrated product catalogs

#### Assortment of good multimedia

- Always current product information
- Unlimited number of products
- Including image / video / PDF material for each product
- Multimedia advertising information

### Go directly to order entry

#### Increased sales opportunities

- Consultation leads directly to conclusion
- Customer history can be called up at any time
- Learning from other customers
- Cross- and upselling

### 100% offline capability

#### Data available online and offline

- High performance even with limited network coverage
- Synchronization takes place automatically in the background
- Unlimited amount of data

"Since using the POLUMANA®, many areas have improved. For one, the speed of the sales force. Previously, order entry took an average of 20 minutes and today we are at 2 to 3 minutes. ...Customer requests can be answered immediately on the spot and the follow-up work in the office has dropped to almost zero."

Johann Holzmaier, Area Manager for Miesbacher Gastroservice GmbH

# How does POLUMANA® help ...



## Ideal supplement to the existing system landscape

- Direct integration via standard interface
- Mobile extension for your field service
- Integration of data from your ERP, CRM, PIM, CMS,...



## Intelligent tour and route planner

With the intelligent route and long-term tour planning

- Get the best route at the push of a button based on your agreed appointments for customer visits.
- Through extensive filter functions you determine according to which criteria your route is calculated.



## Unlimited data

- Suitable for medium and large field service teams
- No limitation when integrating large amounts of data such as product catalog, customer information or advertising campaigns
- High performance even in offline mode

## USE CASE Miesbacher Gastroservice GmbH

It was important for the company to make the entire product catalog, including all product data, available to the sales force in a timely manner. They needed an app that could show all products in an exciting media way, capture orders, and minimize order follow-up. Therefore, 100% offline capability was one of the key requirements. Since using POLUMANA®, sales efficiency in the field and office sales has increased significantly.

<https://youtu.be/UTEXs4cdPXI>

## Intuitive - clear – efficient

The app is a sales solution to support the field sales force. Above all, the industries benefit from the use of POLUMANA®:

in which relationship management takes place directly with the customer

- orders are completed during the customer meeting
- extensive product catalogs are used, or companies employ large sales
- delivery terms are part of negotiations
- promotional offers change at short intervals

## With the POLUMANA® App you can reach

- Transparency in your sales processes
- Increased productivity

