HQsoft
Optimize Business - Maximize Profit

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eSales Cloud DMS

DISTRIBUTION MANAGEMENT SYSTEM

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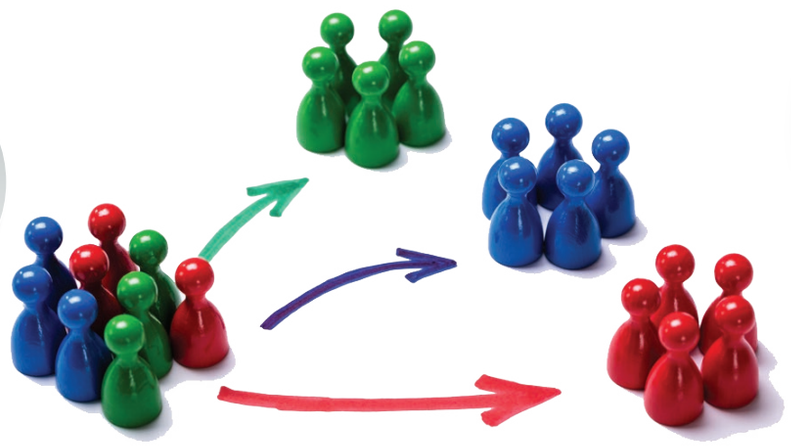
INTRODUCTION

Most of distribution system of large company or cooperation is very complex. Nowadays, by applying information technology system they have improved their business efficiency. Especially in distribution, they can control the stock, sales, customer, promotion... of each distributor, can analyze and forecast exactly market demand for each product. With our Distribution Management System will help enterprises control coherently and analyze basic elements in distribution more effectively such as: inventories, promotions, turnovers, displays, coverage, POSM and salesmen's compliance...

Founded in 2006, with many years of experience in consulting and providing distribution and selling management system solutions, especially for fast-moving consumer goods, HQsoft will bring enterprises and managers a lot of optimized solutions for their selling and distribution system.

Optimize business operations – Maximize profit are what HQsoft will always bring to our customers.

CUSTOMER SEGMENTATION AND BENEFITS



ENTERPRISES WHICH HAVE DISTRIBUTION SYSTEM.

- *Eliminating risks in distribution management system*
- *Saving time, human resources and costs*
- *Enhancing efficiency in distribution system.*
- *Enhancing efficiency in distribution system.*

ENTERPRISES WHICH SUPPLIES SALESMEN, PGs.

- *Increasing Enterprise Value and Human Resources Provision service for customers*
- *Saving time, human resources costs.*
- *Enhancing work efficiency of salemen and PGs.*
- *Professional, visual reports.*

GENERAL eSales MODEL

Consumer

PG/BA

Retailer

Salesman

Distributor (GT)

eSales Cloud DMS

ERP & Other System

Direct Sales

Key Account

Medical

Super Market (MT)

Special channel such as Horeca, MT (Super market, CVS), Key Account, B2B... can be covered by direct sales or throung distributors

Head Office Users
Managers
BOD
Sales Team
Trade Marketing...

Consumer

PG/BA

10 BENEFITS OF eSales CLOUD DMS SOLUTION

A STRONG BASIS FOR ENTERPRISE

Reality shows that applying DMS software in distribution helps enterprises to achieve amazing steps, get customers' desires easily, propose strategies for distribution and manufacturing. eSales is hosted on Azure basis with high technology, high stability, exploit AI, Machine learning Microsoft technologies.

TRUE DATA

PROACTIVENESS IN CONTROLLING THE MARKET

ACCURATE MEASUREMENT

GROWTH OF BRAND VALUE

OPTIMIZE SALE EFFICIENCY

BIG DATA & AI

MAXIMIZATION OF PROFITABILITY

DMS ECOSYSTEM

INTERNATIONAL STANDARD PROCESS AND EXPERIENCE

FLEXIBLE LICENSE

eSales Cloud DMS subsystems

DMS Solution (eSales Cloud DMS) – Distribution Management Solution will help enterprises to manage and optimize distribution system, supervise every enterprises' business operation fast and easily. Optimize selling system with retailers, control sales routes and sales excutives ... minimize risk exposure, enhance business efficiency and maximize profit.

QR CODE MANAGEMENT

QR code subsystem supports scanning for products' origin, controls anti-dumping case, reports quantity of products correctly.

CORE DMS

A system management module helps Distributors and enterprises to control daily activies like sell-in, sell-out, inventories, liabilites, ...

TPM

Supports managing promotions, promotional merchandises and promotional budget.

MCP & GPS

Leading Map Solution sets sales routes, visiting schedule, distributes sales area visually on online map, supervise salesmen's compliance.

COACHING

A coaching subsystem supports supervisors, ASM, RSM, ... supervises selling activities of salesmen and supports setting training courses for salesmen

VMI

With many automatic features like: purchase order process, order suggestion, checks and distributes inventories automatically.

FCS

This subsystem supports installing and managing sales targets, KPIs such as: PC, LPPC, UB/ASO, SKU, SDO, MCS, ...

DELIVERY

A solution on mobile application supports shippers, helps enterprises to deliver fast as much as possible with a lowest cost.

PG

Manages time, plans, working efficiency of PGs. Manage displays, promotion merchandises, off-take for end consumers.

POSM

Manage POSM and investment contracts, supports enterprises at managing transactions' details, quantitiy and status of POSM,...

VISIBILITY

Manages a whole display process on the system, records every supervision and saves images.

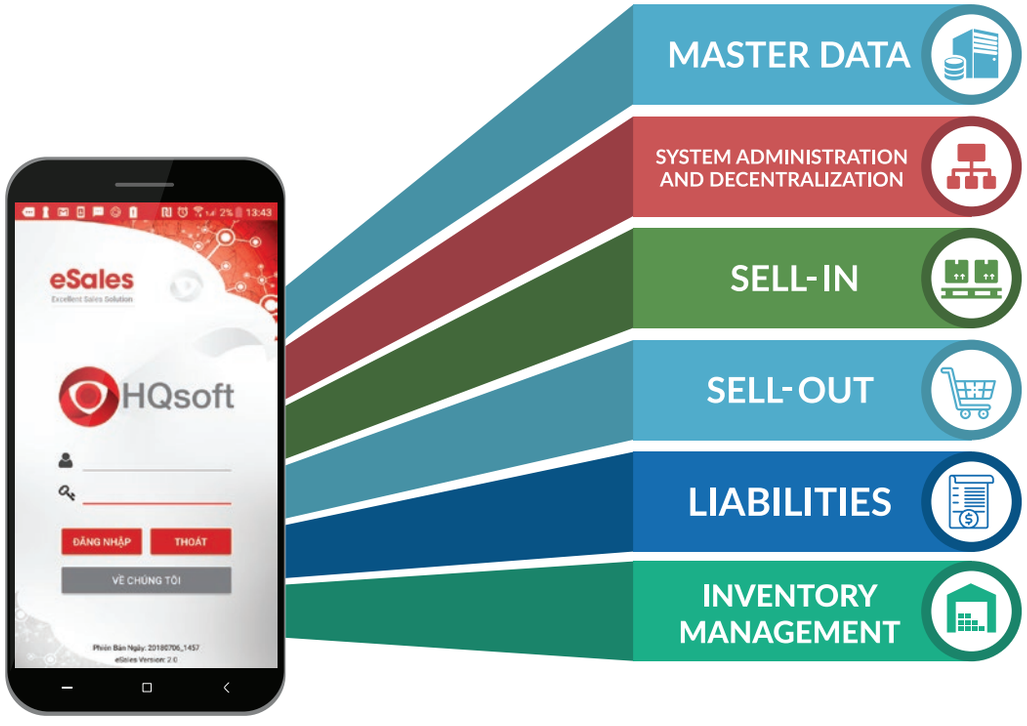
RETAILER

Manages activities like promotions and displays of branches, directly orders suppliers so as to fulfil consumers' needs in a fastest way.

BI DASHBOARD

A subsystem which supports analyzing data at real time with visual interfaces, multi-basis, can be accessed on computers, laptops, smartphones, ...

CORE DMS



Sell-in:

Control orders from enterprises to distributors, manage quantity, minimize risks and ensure correct quantity of enventories.

Sell-out:

Control orders which are sold from distributors to retailers. Update quantiy, turnover, inventories correctly. Save time and reduce human resources. Get specific orders of each retailer to have more consumer-friendly retailer policies.

Master data:

Easy in creating, processing, synthesizing data of customers, products, employees ... accurately, avoiding duplication and inconsistency in the system.

System administration and decentralization:

Ensure the system is operated effectively. Managing user groups and access.

Liabilities:

Manage distributors' liabilities, compare data lucidly, thoroughly.

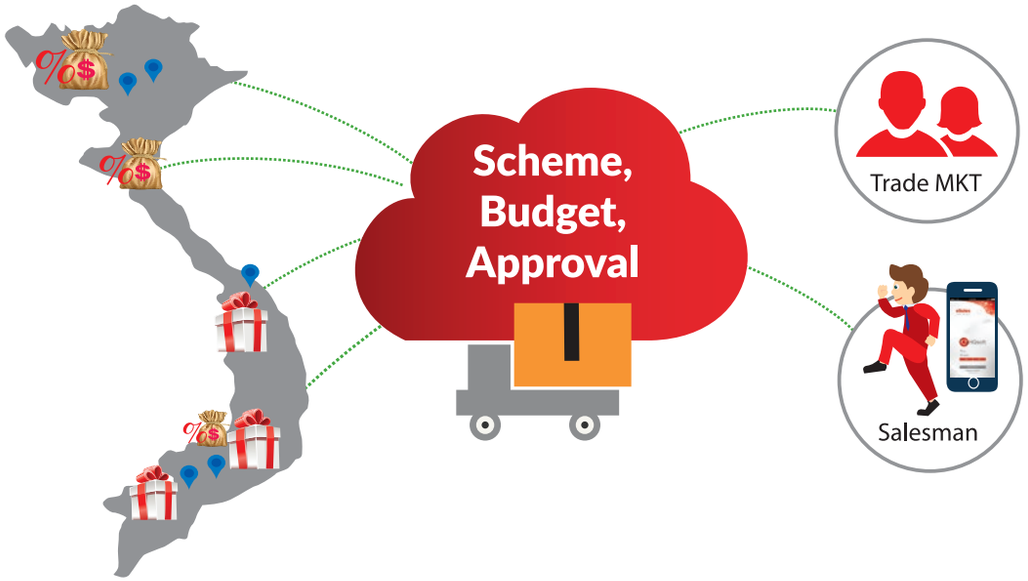
Inventory management

This solution is to optimize the warehouse operation process, improve the quality of goods supply and work productivity.

TPM - TRADE PROMOTION MANAGEMENT

Support many types of promotions and discounts.

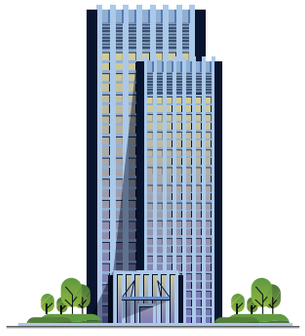
The system will summarize results of promotions automatically, allow users to view and handle results on the system. Fast and accurate reports.



Promotion Definition, plans and promotional budget will be automatically updated for distributors, salesmen will be allocated by territories, distributors.

Automatically send SMS to customer whenever promotions are available.

VMI -VENDOR MANAGED INVENTORY



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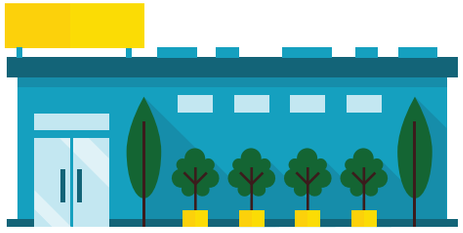


DISTRIBUTOR

Automatic order process, supply inventories from enterprises to distributors to diminish handworks, save time, eliminate data risks

Support enterprises initate on making manufacturing plans, sales plans, good receipt and allocate inventories on the whole system

Caculate suggested orders of distributors automatically bases on available inventories, safety stock, sales history, sales targets, sales plans.

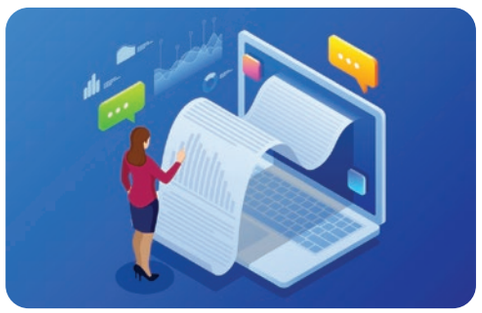
Timely Warnings: The system will check and allocate inventories automatically, check liabilites, limits, value and quantity of orders ... to show timely warnings for users.

Save human resources: Sales Department can check and approve orders on the system due to set regulations's enterprises.

The system will be automatic integrated with other ERP systems like: SAP, MS, AX, MS Solomon, ... The system will set and adjust easily: change suggested orders formula, decentralization and approval process due to enterprises' particulars

FCS - SALES TARGET

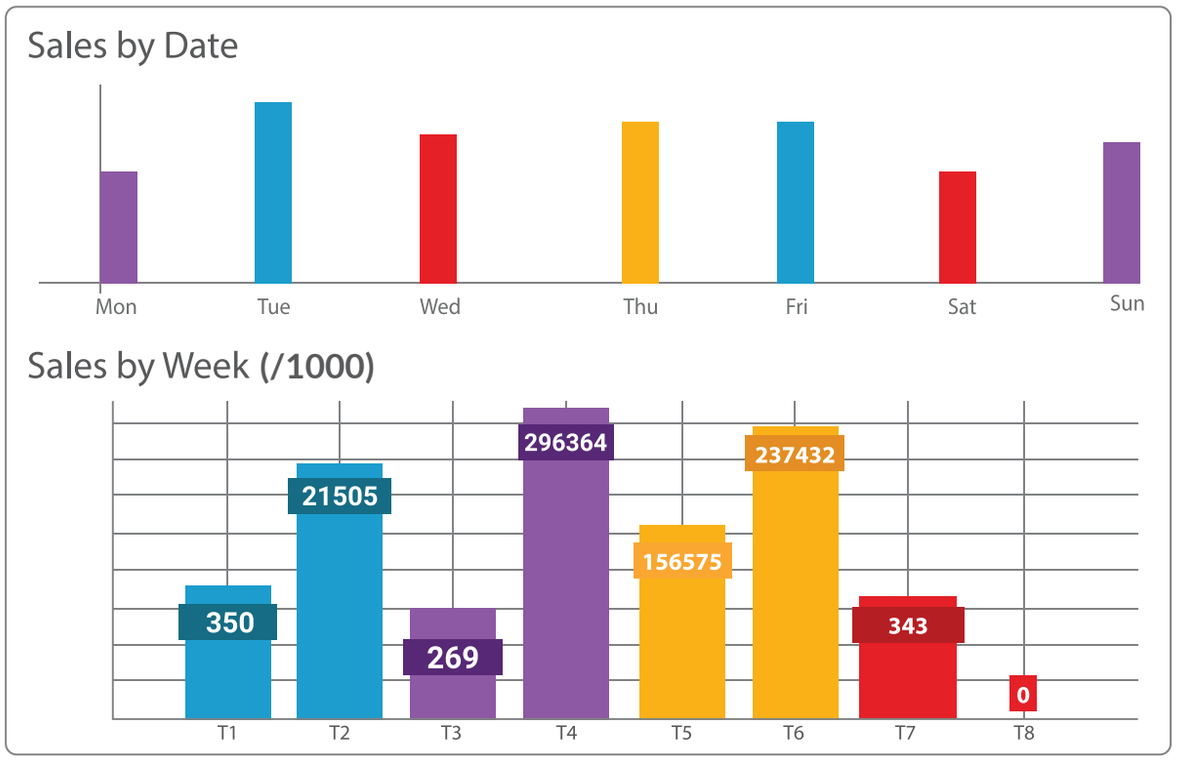
Set many types of KPIs automatically: turnover, quantity, proportion of visits, coverage, successful orders, SKU of orders, focused products, ...



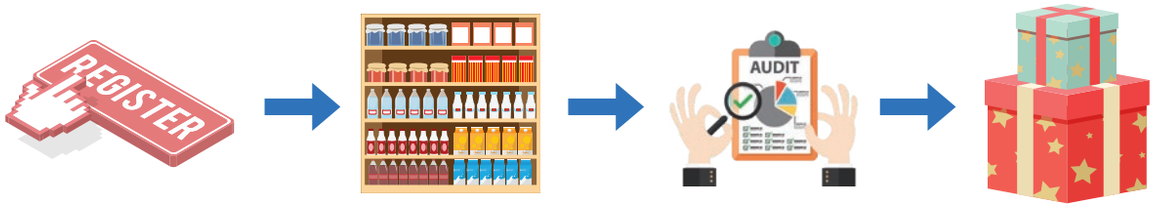
Statistical Reports and Analysis will be synthesized by the system automatically and show reports accurately, fast and can be viewed any time.

KPI will be set by areas, regions, distributors, salesmen.

Dashboard has a lot of visual charts to help salesmen, supervisors follow targets easily.



VISIBILITY (DISPLAY) MANAGEMENT



REGISTER **EXECUTION** **AUDIT** **CLAIM**

Rate Market Coverage by images which have well-known products at retailers.

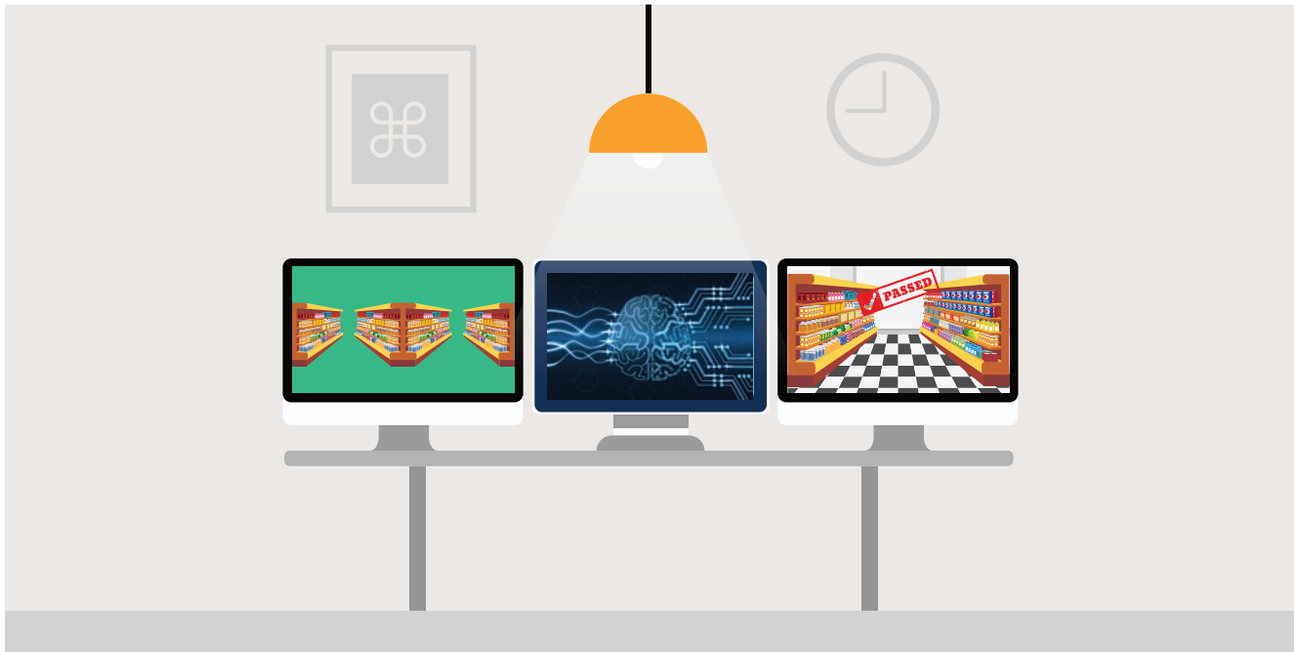
Rate the amount of off-take goods purchased, sellouts at retailers then supply timely.

Update real-time display images at retailer visually. Automatically remind salesmen to take photos whenever they visit customers and display progams are available

Rate, check and take over display results fast, fairly and accurately in order to help salesmen handle and complete wrong display cases.

The system will synthesize reports and reward automatically.

Identify display programs by AI system automatically.



POSM MANAGEMENT

Manage and supervise POSM transaction details, quantity of POSM from enterprises to distributors and from distributors to retailers. Program creation, approvement, contracts, supervision, extension, ... will be systemized and done on software system.

Manage investment contracts, committed turnovers of distributors and retailers.

Salesmen Working Screen allows to supervise and encourage distributors to follow POSM progam as the committed in investment contracts.

Manage POSM program by QR Code or NFC Chip Technology to supervise quantity and status of POSM. Beside that, aggregate them with GPS will show POSM location more accurately.

Synthesize reports fast and easily.

MCP SOLUTION

The system allows users to create, adjust and analyze sales routes on online map. The system will support users creating new sales route, adjust sales routes and visit routes, get salesmen and customers location any time.

Arrange and suggest sorted customer visits automatically.

Suggest new sales routes automatically. Beside that, the system will caculate and show suggestive coverage possibilities.

Provide Efficiency Analysis Reports belongs to each sales route about coverage time, coverage distance between plans and reality.

Identify and optimize sales routes easily by areas , salesmen, supervisors, visit date, ...

COVERAGE ANALYSIS

- Analyze and identify targets of distribution and coverage on online map easily.
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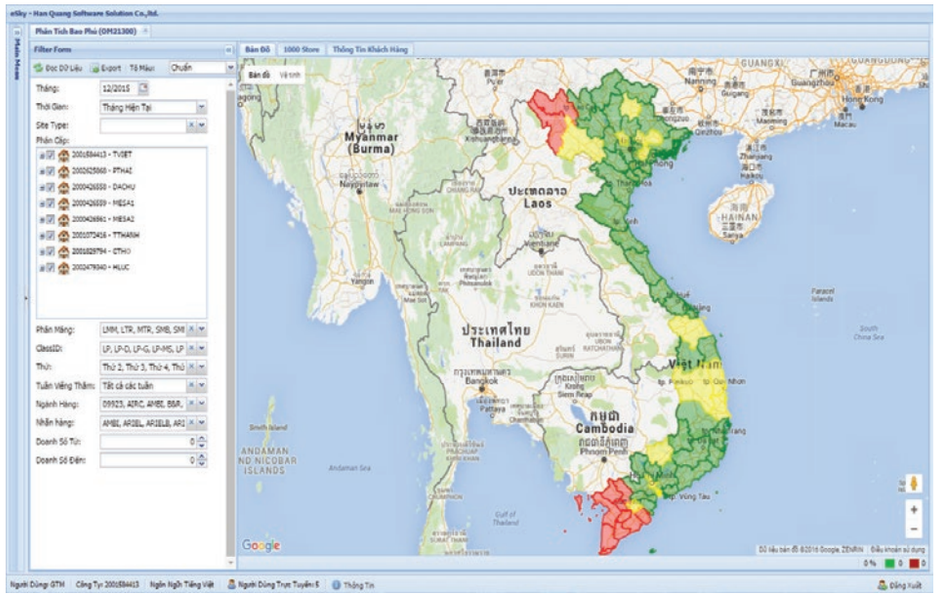
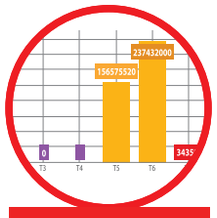
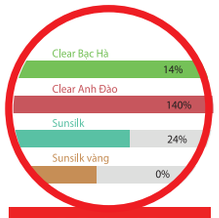
- Show criteria with visual colorful images, icons to identify coverages, criteria, buinesses, ...
- Diversity in conditions to view reports by areas, regions, distributors, geographical areas, businesses, brands, SKU, current turnover, the last 3 months turnover, the last 6 months turnover, last year turnover, ...



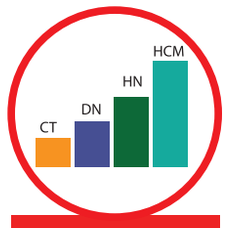


SUPERVISOR

DISTRIBUTOR



BRAND



REGION

GPS TRACKING & CUSTOMER LOCATION

- Manage customers' locations accurately.
- Locate and get total working time of salesmen.
- Support salesmen looking for customers' locations, timely support whenever salesmen've got troubles.
- Control and prevent changing working time or using Fake GPS Location.
- Control wrong distance between reality location and customers' locations.

SOLUTIONS FOR MANAGER

Create, adjust and allocate MCP for salesmen.

Check and approve new customers.

Supervise selling status of distributors, retailers.

View reports about selling, locations and KPIs of salesmen.

Create training courses for salesmen.

Create training courses for salesmen. Make plans for business trips or market surveys.

COACHING SOLUTION FOR SUP/ASM/RSM

The system will systemize from: Create training courses, notify training courses, accomplish training courses, mark courses then the system will synchronize results and send them to trained employees.

Training software supervises level, skills of employees and adjust, make training plans efficiently.

Enhance competitive abilities on the market.

Systematization will save time and human resources for checking and supervising training results. Training results will be sent accurately, fairly in case there are cheats or making fake results.

DELIVERY MANAGEMENT

Delivery solution will support handling troubles about quickness, accuracy, efficiency and thriftiness. Efficiency in fast delivering with huge quantities and lowest costs.

Parameters can be set and changed easily to accord with every particular case.

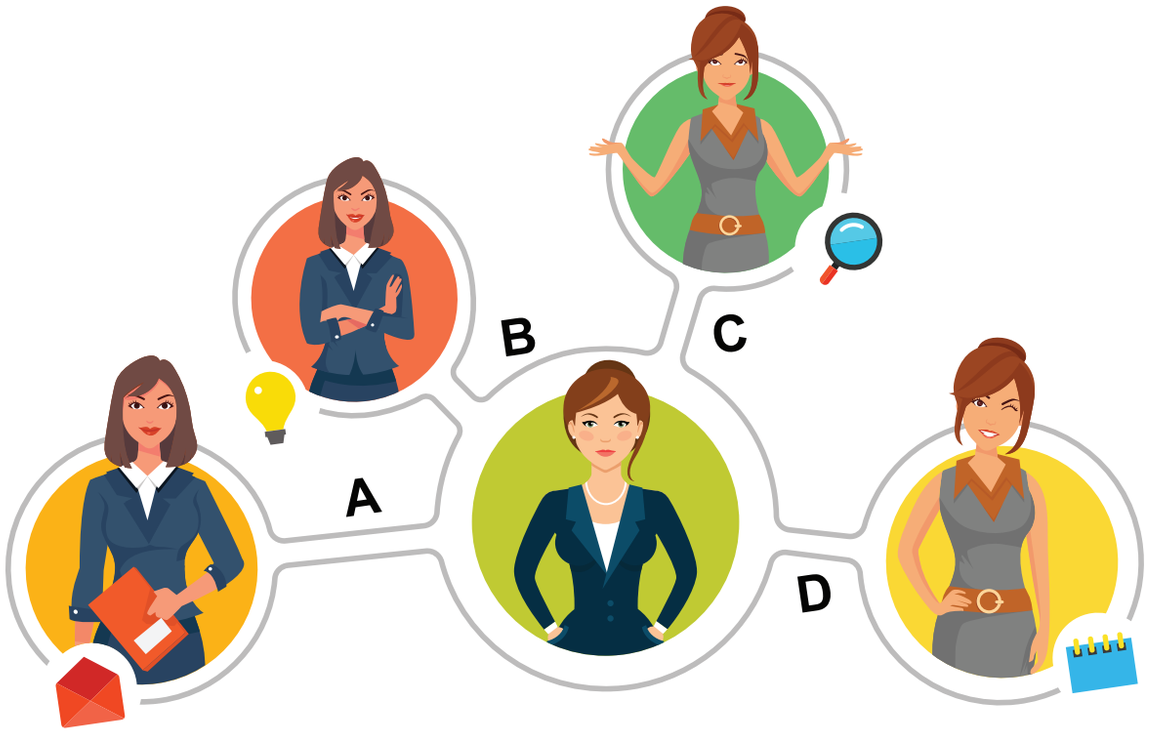
The system will send reports visually, accurately and truthfully

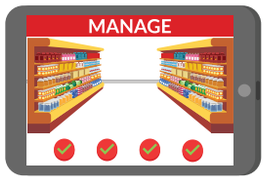
Manage human resources, shipping routes, optimize the use of resources and shipping facilities.

Suggest shipping plans automatically bases on products' weight, quantities, customers' locations, receiving time, shipping facilities, ...

The system will send reports visually, accurately and truthfully.

PG MANAGEMENT





Synthesize customers' information, stores' images, visual merchandising.

Record sales information by scanning QR Code, the system will be integrated with QR Code by using camera's smartphones.

Supervisors easily receive, handle or approve late time of employees.

Show full reports: KPIs, inventories, sales turnover, barcodes, promotional products.

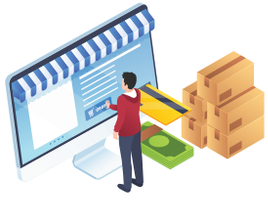
Manage PG teams and distribute working routes, working plans and working criteria for each PG.

Supervise and manage check-in times, check-out times and working times of PGs

Supervise promotions, samplings, give-away programs, efficiency of marketing strategies.

Manage sales turnovers for consumers at PGs' sales points.

SOLUTION FOR RETAILER



Get orders fast, fulfil temporary customers' needs.

Maximize profits.

Seize all information about promotions, discounts, displays from suppliers.

Supervise orders's statuses.

BI DASHBOARD

Provide proactive reports with visual interfaces.

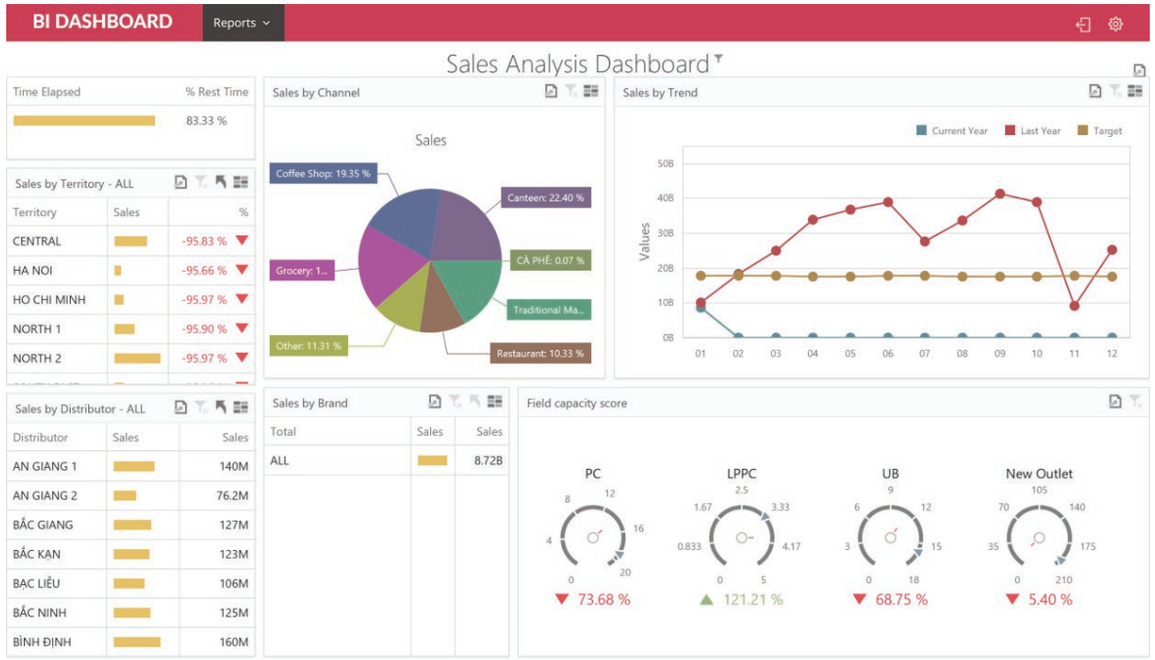
Provide a lot of types such as: Synthesis Dashboard, Daily Orders Report, Turnover Report, Displays Report and other reports on individual device of employees.

Synthesize and update online data with different criteria following roles, departments.

Support integrating with many data sources

Be able to integrate with other BI solutions such as MS Power BI or other customers' available BI systems.

Support multi basis and multi devices, can be accessed with many devices like computer, laptop, smartphone, tablet, ...



QR CODE MANAGEMENT

- Get products' origin from distributors, retailers to consumers.
- Control anti-dumping case, vague sales routes.
- Save human resources costs, SMS, telecom office, ... in taking care of retailers, customers through accumulations, promotions.
- Manage the exact time of shipping, goods receipt, goods issue, returns of distributors, retailers.
- Anti fake products, bootleg products.
- Show information of expired products.
- Report the exact amount of goods receipt, goods issue, available goods from warehouse.
- Consumers can scan QR Code to accumulate, get promotional products,...

RELEASE QR CODE PROCESSES AT HEAD OFFICE

SCAN QR CODE PROCESSES AT WAREHOUSE

SCAN QR CODE PROCESSES AT DISTRIBUTOR

SCAN QR CODE PROCESSES AT OUTLET

CHECK DATA AT HEAD OFFICE

PARTNERS OF HQSOFT

Acumatica

SAMSUNG

Microsoft

INFOCYCLE SOLUTIONS INC.

Sunartha

ATECH drive business excellence

ACE Data Systems Ltd

CRT CARE | RESPECT | TRUST

We constant improve our service qualities and technology solutions, try our best to bring you best solutions. With our technology expertise and having partner-up expansion with worldwide technology companies such as Infocycle Solutions in Philippines, ACE Data Systems Ltd in Myanmar, CRT-CBRE Technologies in Malaysia, Atech in Cambodia, Sunartha in Indonesia.

With all these associations and cooperations, customers can totally apply our solutions, actualize enterprises's comprehensively develop selling system dream.

And with our experts, customer service is always perfect, faithfully and wholeheartedly. Many years of experience in providing solutions for enterprises, HQSoft proudly brings practical benefits to enterprises.

CUSTOMERS OF HQSOFT

Our huge mission is bring our customers best solutions which optimize sales business, maximize enterprises' profits, we always want to give our customers great satisfaction, help our customer to achieve their sales targets by providing most superior and most advanced software soulutions.

With our years of experience in providing solution for enterprises, HQSoft has been cooperating with divesity business of enterprises. They have used our solutions successfully in Enterprise Management, Sales Operations Management, Manufacturing Management based on solutions accord with every other professions, fields and businesses.

On achieving our current success, we truly thank our valued customers for faithfully choosing HQSoft solutions.

Fast moving consumer goods

Agriculture - Aquaculture

Manufacturing of construction materials

Foods & Beverages

Soft drink - beverage

Healthcare - Pharmaceutical

Logistics and warehouse

Cosmetics and personal care

Finance industry

Fashion

Electrical and household appliances

Lubricant

HOME CREDIT

HABECO
Since 1890

Chevron

marico

hoptri
Vì Nông Nghiệp Bền Vững

SONHA

ECO
PHARMACEUTICALS

SIAM Brothers
VIET NAM

AMPHARCO U.S.A
GIỮ GÌN CUỘC SỐNG QUÍ GIÁ

TOTAL

Abbott
A Promise for Life

TườngAn

PhuThai
The Leading Distribution Group

Francia
BEAUTY

Kao
Kao Corporation

VPMILK
SỮA NGON CỦA NGƯỜI VIỆT

ANOVA
MILK

NutiFood
Giải pháp dinh dưỡng của chuyên gia

PERFETTI
van Melle

Viet Australia

Johnson & Johnson

P&G

KIDO GROUP

CỦ ĐẤT FARM

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