

delivery

speed

distribution



## WE HELP YOU GAIN AND MAINTAIN A COMPETITIVE ADVANTAGE

**mSales** speeds up and improves service. Time is money in today's highly competitive route distribution environment. The ability to respond faster to customer needs can differentiate your company from all others.

**We've got the solution!**

Our **mSales** solution gives your company the ability to attain that competitive advantage. It speeds up delivery, improves productivity, accurately tracks inventory and facilitates cash reconciliation.

Created to streamline the operations most important to your business mSales improves customer satisfaction and lowers overheads by:

- Providing your sales persons with the latest customer pricing, delivery and promotion information continuously updated from your main system throughout the day.
- Producing detailed message for each customer visit to enable your salespersons to service each customer as an individual.
- Showing products sold during previews deliveries, resulting in improved customer service by anticipating their needs.

- Recording the delivery, returns, damages, empties and if required, calculating the sales totals using the latest prices and promotion discounts for each customer.
- Tracking inventory throughout the day, allowing your salespeople to respond to unexpected special requests and avoid out of stock situations.
- Speeding end of day settlement by producing a detailed sales report itemizing the complete activities of the day on a single sheet of paper.

**mSales** grows as your company grows. The software is expandable and is based on major mobile computer industry standards like Microsoft, .NET, Xamarin, Pocket PC, Android, SQLite, SQL Server Compact Edition.

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# mSales features

## Order taking – Pre sales

- Viewing of main warehouse stock
- Adoption of customers discount policies
- Viewing products according to customers shelf layout
- Order acceptance with customer signature on device
- Review of last visits order/sales.

## Ex-Van sales

- Invoice printing
- Adoption of customers discount policies
- Viewing of van stock
- Credit notes etc.

## Cash module

- Multiple cheque and cash collection capability
- Receipt printing
- Support of personal and incidental expenses
- End of day reporting.

## Customers master data

- Accounting balances
- Credit limits
- Terms of payment
- Price lists & discount policies
- Overdue balances etc.

## Merchandising

- Price & promotion checking
- Customer survey
- Shelf space
- Photos
- Follow up on trade agreements.

## Sell out

- Shelf & multiple location stock take
- Returns with reasons
- Sales targets
- Recording of gifts, free products.

## Questionnaires

- Simple and guided questionnaires
- Trade and cycle activities
- History per customer per activity
- Reporting.

## GPS

- Maps
- Customer & salesperson location
- Route recording
- Time & distance recording
- Reports.

## Business Intelligence

- Statistical info per customer per product
- Salespeople & customers targets
- Document history and analysis
- KPI'S.

## Communications

- SMS, email and DB messaging
- Wi-Fi, 4G/LTE, ethernet, docked communication

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# Leading provider of technology solutions

At **Datatech** we understand the value of great partnerships. By aligning ourselves with market leaders and smart innovators, we stay in touch and on top of developments in our industry. Our partners provide us with strategic insight, support, training and industry expertise that helps us create real world solutions for our customers

## mSales - Android

mSales Dashboard for all customers

Sales targets			Brands	Target	Gross sales	Index %	% of Days passed	To Target	Month Projection	Daily Sales to Gain Target
WD	WDP	WDP %	B1-CARLSBERG BEER							
21	21	100	CARLSBERG	5,734	4,543	79	100	1,191	4,543	0
			B5-CHEESE							0
Sales Targets	Target Average		VALIO	2,129	6,361	299	100	4,232	6,361	0
137,080	6,528		VALIO EDAM	2,425	4,238	175	100	1,813	4,238	0
			C1-MANUFACTUR. PRODUCTI							0
Actual Sales	Actual Average	Projection (€)	CATERING CEREALS	1,937	838	43	100	1,099	838	0
113,728	5,416	113,728	FAMILY CEREALS	4,048	2,880	71	100	1,169	2,880	0
(+/-) from Target	Average (+/-) from Target	Projection variance (€)	E1-KRAFFT OIL	16,941	15,120	89	100	1,821	15,120	0
23,351	1,112	23,352	GREASE	1,652	1,783	108	100	131	1,783	0
			Y1-SMIRNOFF							0
Index		Projection (%)	SMIRNOFF	2,887	2,313	80	100	574	2,313	0
83		83	V2-LAUNDRY CARE							0
			ARIEL	36,342	36,663	101	100	321	36,663	0
			W1-GILLETTE							0
			RAZORS	21,174	15,135	71	100	6,039	15,135	0
Daily Sales to Gain Target										
0										

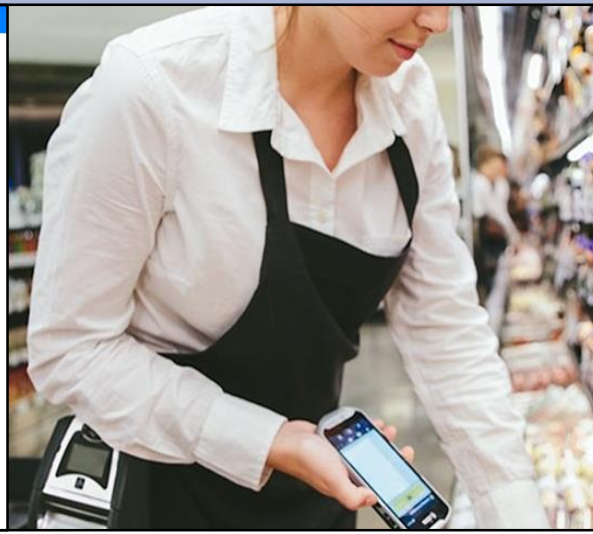
  

Customer	Balance	Overdue	5 day overdue	Product	Customer in route	Actual listing	%	Qty
A. T. KOURIS TAVERN LIMITED	298.75	0.00	0.00	1000 - VALIO AMBLYDO TYRI 40x2.5KG	139	0	0	0
A.V.D. HOTEL ENTERPRISES LIMIT	0.00	0.00	0.00	1014 - OILFISH TRUNKS 4-SKG	139	0	0	0
AGROTOURISTIKI LEVADIA LTD	318.69	0.00	0.00	1021 - DOVER SOLE S50/650GR	139	0	0	0
ALEXANDROS VYRAS-YPERAGORA	0.00	0.00	0.00	1031 - HALLS CHERRY 24x20 x33,5g	139	0	0	0
ANASTASIADIS & ANASTASIADOU EN	571.12	0.00	0.00	1051 -				
ANCIENT STAIRS LTD	321.99	0.00	0.00					

mSales Menu

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- Ρυθμ. επικ.



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