

AS-Sales Management 6

system description



apricot software

AS-Sales Management 6 is comprehensive solution for sales process automation of commercial organizations. It allows to effectively organize and manage registration of orders, sales and delivery processes. System consists of two parts: mobile and back office and the two-way data exchange between them enables to provide high speed data access and processing for both sales agents and office workers. **Connection between AS-Sales Management 6** and other AS systems makes transactions accounting easier and quicker.

System implementation is carried out by our highly qualified specialists and further support guarantees high efficiency operation and stability. System can be used both by large and small and medium-sized commercial organizations that want to automate products supply process with minimal cost and to maximize work efficiency.

By acquiring **AS-Sales Management 6** system company can monitor registration of orders and product supply processes by sales agents. Various analytical reports of the system help managers monitor company processes and carry out multilateral analysis. System is being regularly updated. It is being changed to comply with customers' demands and its functionality constantly increases.

AS-Sales Management 6 functional structure

Back office

- **Forming directories**

For organizing working process in the system it is necessary to form directories about sales agents, customers, point of sales and products. Employees taking sales orders, registering sales, payments and returns via Android mobile devices are registered as sales agents. Products catalogue is created with the necessary data about the products, for example, product is free from VAT, and it is new in pricelist or is a container. It is possible to attach pictures to products which enables sales agents to make presentations with virtual catalogue. It is possible to organize sales according to sales areas based on location of points of sales or types of products.

- **Routes**

It is possible to create routes for each sales agent or sales area in back office; moreover standard routes can be created for each sales agent with frequency of days of the week or weeks. It is possible to effectively plan and monitor agents' work by comparing the planned routes with data about actual routes received from system mobile part.

- **Pricing**

System has flexible capabilities for forming pricelists. Pricelists are created for products and customers, discount schemes of the company are set.

- **Stock-taking**

For effective organization of delivery process it is essential to have complete information about products availability and input/output. Thanks to product availability data in the system, sales agents have view products current availability when registering orders. The products that are being marked as provided to a certain deliveryman will appear as available in his car on the mobile device. Reports provide data about products balances, transactions and turnover and allow to perform analysis.

- **Sales**

System enables to organize and monitor the whole cycle of sales, starting from accepting orders, registration of sales and returns to tracking customers' payments. Multidisciplinary reports about customers' balances, comparative report according to products, agents, point of sales for any period, reports according deliverymen, products on deposits as well as other reports about customers and products enable to perform

- **Accepting data**

Online data transfers from mobile devices enable to acquire and process data about registered orders, sales, payments and returns at any time in the office.

Mobile part

- **Directories**

Directory data is received from back office and cannot be edited on mobile devices. It is possible to set permissions for accessible data for each agent.

- **Routes**

Each sales agent can organize his work according to his planned routes. Location of points of sales is fixed via GPS (global positioning system) and it is possible to observe the route on the map.

- **Orders**

When registering orders sales agent can see his preferred products which make work easier. When registering orders it is possible to mark delivery dates of ordered products, payment type (cash or non-cash) and the result of visit to that particular point of sale (for example, ordered, closed, no order, etc.)

- **Sales**

During order registration deliverymen can see products availability in the car. If the product being sold is in container, the container is also automatically written-off while registering the document. The document enables to register data about products on deposit. For each selected product there is an opportunity to edit discount percentage and ordered quantity after sales registration.

- **Payments**

When accepting payments if the point of sale has debts, it is possible to meet any of the debts. If payment sum exceeds debt sum, the difference is registered as prepayment.

- **Returns**

It is possible to register products return from customers, including products on deposit.

- **Inventory**

It is possible to make inventory of products in the markets using bar code scanners. The system also has the feature of inventory taking of competitors' products which enables to make analyses for effective product merchandising.

- **Reports**

Various reports about customers' debts, ordered, sold, returned products, products on deposit, available products in the car provide sales agents with all the necessary information for work, also enable them to deeply analyze their work.

- **Data**

Online data exchange with back office enables all the participants of sales process to have quick access to necessary data. It is also possible to organize automate data delivery to backoffice.

AS-Sales Management 6 system capabilities

- **Monitoring**

It is possible to set permissions for each sales agent and back office employee. Users have access only to necessary data. The history of documents is registered in the system which enables to monitor users' work. It is possible to monitor agents' actual and planned visits via GPS.

- **Reports and Analysis**

There are many built-in reports in AS-Sales Management 6 system. Besides, system enables to receive diverse analytical reports through OLAP formulas in Excel. It is possible to change system

standard reports via another powerful tool-reports generator, form unique reports as well as integrate them with MS Excel.

- **Online data exchange**

Due to online data exchange between back office and mobile part each participant of supply chain has up-to-date information that is necessary for him.

- **Integration with e-invoicing and AS accounting systems**

Invoices are exported from AS-Sales Management 6 system to e-Invoicing system and the invoices received from suppliers are imported from it. System can be integrated with AS-Enterprise, AS-Accountant 6 and AS-Trade 6 systems which give comfort in work, time saving and exclusion of errors.

- **Integration with MS Word, MS Excel and Open Office**

Data can be exported from the system to MS Word, MS Excel and Open Office. There is also an opportunity to form unique print previews.

Implementation and Support

AS-Sales Management 6 system lifecycle starting from planning and implementation till current operation, we offer complex services that reduce system acquisition gross value. After acquiring the system you are not left alone with it. Our specialists are ready to solve your problems quickly, with quality and minimum costs. Before implementation the following steps are carried out:

- All the processes of supply chain of customer's company are studied.
- Main problems that are needed to be solved via automation system are revealed.
- Customer's unique features that need to be considered during implementation are studied.
- Customer's hardware and software are studied and it is estimated, whether environment necessary for successful system installation and operation is available or not. We give advice on building this environment, if necessary.
- Customer's requests that are impossible to implement through the current system means and will require software changes are written down; time necessary for those changes and the cost are estimated.
- Customer's sales process automation suggestion is made with clarification of implementation dates and budget.

Implementation includes

- The analysis of organization activity
 - Study of organization business processes and workflow.
 - The development of effective software solution of their automation
- Accounting automation and reports according to Armenian legislation, international standards and customer's internal demands.
- The development of additional capabilities required by the client.
- The training of customer's employees.
- Software supply and support

In order to coordinate all works related to the system each customer is given support group and a person in charge that regulates the works. Support is carried out via phone calls, remote support and visits. System support is not interrupted even during non-working days and hours. Support includes

- Consultation related to system current operation
- The development of new system functionality
- Consultation related to organizing automation process, hardware and integration with other software necessary for system current operation

Price list

All prices are in USD and include VAT

Payment is made in equivalent GEL, with current day's exchange rate of National Bank of Georgia.

	Back office For each back office license		Mobile For each device
AS-Sales Management 6 System	From 1 to 2	500	130
	From 3 to 4	380	
	5 and more	250	
Prices Include	Annual system support*		
	Training in AS Training Center based on the procured back office licenses		

For example: the price for 3 back office licenses and 9 mobile devices is 2550 USD

$(2*500 + 1*380 + 0*250 + 9*130)$

Annual system support prices starting from the second year

	Price
Annual Customer Support *	190 + back office licenses * 115 + number of devices * 40

* Annual service includes:

- Remote Customer Service
- Provision of new versions

The price for on-site customer support is contractual.