

COMARCH SFA ONLINE SALES SUPPORT

Multifunctional web application



ONLINE SALES SUPPORT

Reporting and communication with multiple partners is a challenge faced by hundreds of manufacturing and trading companies every day. We present you with a solution that is up to this challenge.

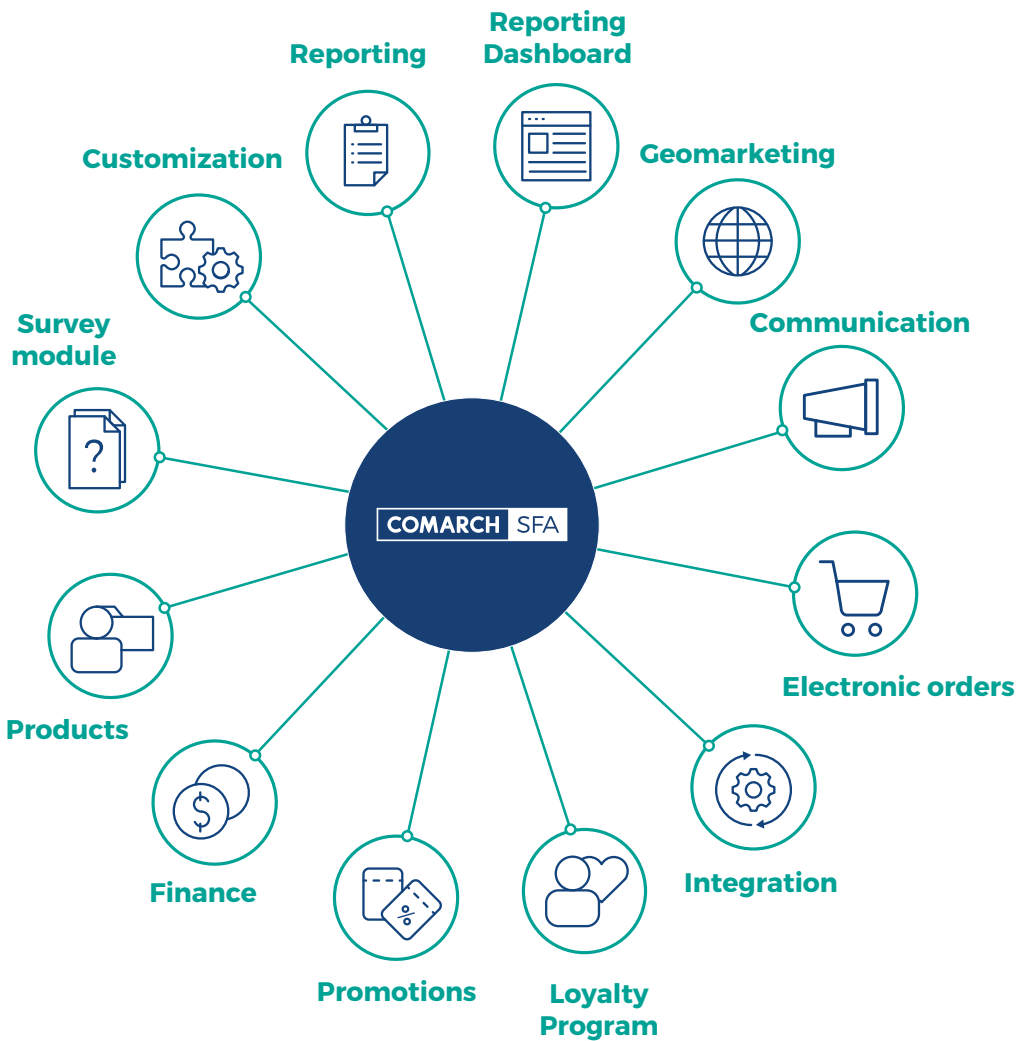
DESCRIPTION OF THE SOLUTION

Comarch SFA Online Sales Support is a communication and reporting solution for manufacturers and distributors. On one hand, it provides advanced analysis of data from both Comarch SFA and the manufacturer's systems, and on the other hand it makes communication between the manufacturer and distributor possible. Daily access to the data provides a number of built-in reports, carts, indicators and presentation of data on maps. For more advanced analysts, reporting is available through the OLAP cubes enhanced with intuitive and functional Fast -Grid tool that provides easier and more user-friendly work within the system. The solution has also been enhanced with additional functionalities that allow for the presentation of receivables and credit limits to partners or ordering on-line directly from the manufacturer (Order EDI). Comarch SFA Online Sales Support is also a great tool to stimulate sales activity of distributors with the ability to define purchasing and sales targets, as well as addressing individual promotional campaigns. Thanks to the modular design, the system can be freely configured or used as a standalone application e.g. to handle orders, promotions or surveys.

ADVANTAGES FOR THE MANUFACTURER

- Effective communication with distributors
- Reduction in costs of servicing partners
- Daily monitoring of:
 - Progress in sales
 - Expanding distribution
 - Stocks management
- The possibility of an immediate reaction to the results and changes in the market

KEY FEATURES



BENEFITS FOR THE DISTRIBUTOR

DAILY
MONITORING
OF THE
TARGETS
REALIZATION



ONGOING
COMMUNICATION
WITH THE
MANUFACTURER
(PROMOTIONS,
RECEIVABLES)



ACCESS TO
CURRENT **SALES**
AND **PURCHASE**
REPORTS



INFORMATION ON THE
PROGRESS OF MEETING
THE TARGET



THE POSSIBILITY
OF ORDERING
INDIVIDUAL PROMOTIONAL
CAMPAIGNS



OUR CUSTOMERS

DIAGEO



BioMed



Grupa Żywiec



MARS

ABOUT COMARCH SFA

Comarch is a producer and supplier of modern IT systems which improve business processes. For 22 years the company has helped businesses around the world to achieve higher profitability. They offer Sales Force Automation systems, among others. Comarch has cooperated with the leaders of European and global FMCG markets (e.g. Carlsberg, the Red Bull, Diageo, Colgate-Palmolive) to optimise sales processes. The key systems that Comarch provides for sales departments are: Mobile Sales Force, Online Sales Support and Trade Promotion Management. Thanks to the flexibility and individual approach, building effective connections between business partners and customers is possible.

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