

# Your sales distribution force in the field:



Collecting field information using mobile devices, covering all order, collection, and delivery processes, the sales-distribution automation NetSell offers end-to-end solutions to all sectors with heavy field sales, led by food, beverage and perfumery.

Using data generated in distribution module, NetSell distribution automation ensures that item, customer, price data tracking; invoice, waybill, order and collection operations of sales employees are handled most conveniently and expediently.

As competition heats up and profit margins get smaller, companies are looking for ways to minimize costs while increasing sales quality. You can reduce your inventory carrying and shipping costs with Netsis distribution module's route and delivery planning features, and increase the quality of your sales and distribution service thanks to speedy, secure and problem free operations carried out in the field with NetSell.

## General Outlook

- Full control of all item and customer transactions, and shelf product tracking
- Route planning and route performance measurements
- Quota application and tracking
- Warehouse, local warehouse and vehicle inventory tracking
- Hand-terminal use of promotions defined from back-office
- Automatic due date calculations
- Center connection with GPRS and internet technologies
- Bar-coded and weighed product sales

- Collection, check/promissory note, risk tracking
- Reporting (sales, collections, order, goods status, vehicle inventory, visit reports)
- User based authorization
- Instantaneous and real time communication with GPRS
- Survey applications

## Hot Sale

- Hot sale is defined as the sales model where field sales personnel carry products in vehicles, and complete and invoice the sale all while in the field.
- When hot sale is used, inventory in vehicles can be sold using hand terminals. You can add replenishing inventory from center when vehicle product inventory is depleted, or you can make vehicle to vehicle transfers.
- Using wireless vehicle or personal printers, you can instantly print sold products according to the invoice design loaded to the hand terminal.
- In this sales type where the complete sales operation takes place in the field, sales invoices and return invoices can be printed. Products past their expiry dates can be taken back as scrap returns and tracked from back-office.
- Observing risk limits defined in back office, sales can be made to customers using open account, check or promissory note. The application does not allow sales when customer limits are exceeded.

## Cold Sale

- Cold sale is the sales model where field sales personnel take customer orders and submit



them to the center, and these orders are invoiced and shipped to customers by the center.

- When using cold sales, orders up to the amount of inventory in center warehouse can be taken with hand terminals.
- You can check center inventory on hand balance instantly over GPRS, and not accept an order for a product that doesn't exist at the center.
- Your customer can place orders within the order limit defined from back-office. The application does not allow taking orders over the customer limit.
- Orders can be transferred to back-office as orders, or if desired, waybills.

## Collections

- Collections can be made in cash and all foreign currencies defined at back-office.
- Credit cards can be used in collections. If desired, credit card information can be saved. A single payment type can be used for all credit cards, or separate payment types can be used for all credit cards.
- Check and promissory note collections can be received. Check and promissory note information can be entered in the field, and saved in the system without having to do any additional operation at the back-office.
- Customer open accounts can be displayed and sales employee can be informed. If desired, open accounts can be selected and closed.
- Using wireless vehicle or personal printers, collections can be instantly printed according to the collection design loaded in the hand terminal.

## Survey

- They facilitate collection information from customers by defining questions and answers at the back office.
- You can conduct multiple choice surveys by defining questions and possible answers to these questions.
- You can also create open surveys where text, date, or numeric values can be entered by defining questions and answer types for these questions.

## Promotions

- Promotions defined for customer and item groups are applied at the hand terminal without doing any additional operation. Price lists are used. Price changes are instantly reflected to the field using GPRS.
- Excess inventory gift items and gift item discounts defined for the promotion automatically get added to sales lines.
- Sales of mixed assortment items defined at back-office are supported.



## Technology Support

- Tracking and supporting rapid advancements in mobile technologies, NetSell is continuing its lifecycle as a constantly developing and growing product. New technology use with Windows Mobile 6.5 and SQL Server Compact 3.5 support, and latest model mobile device use is facilitated.
- Maximum benefits are reaped by the use of GPRS, wireless connections, Bluetooth and barcode reader support, field operations are made fast and secure, while control of the center over field operations is increased.

## By using NetSell distribution automation, you also can:

- Plan customer visits and distributions to reduce fuel, vehicle, and personnel costs; measure efficiency and performance of distribution routes.
- Eliminate errors and time losses by allowing the sales personnel who make the sales enter the data, and speed up your sales system.
- Serve your customers better with the information you collect from the field, and be preferred by ensuring customer satisfaction.
- Speed up sales operations using barcode readers, enabling better use of time by lowering the amount of time spent at the customer.
- Instantly deliver invoices to customers with vehicle or personal type printers, collect payments, and print collection receipts. You can reduce form costs by minimizing printed document errors.
- You can track field operations by transferring data as needed over GPRS; allowing inventory balances, customer open account balances and price changes to be instantly delivered to the hand terminal.
- You can use features such as promotions, mixed assortment items, price lists, etc. used in Netsis at the hand terminal without performing any extra operations.
- You can increase the product variety at your customer through more efficient sales.
- You can lower inventory costs by optimizing vehicle and warehouse inventories.
- You can enable the sales representative to apply price and promotional information fully and accurately.
- You can minimize manual data entry errors.
- By tightly tracking sales representative's receivables from his customers, you can minimize effective date losses.
- You can measure visit, sales, order, etc. total performance of the sales team bottom-up.



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