



Distributor Connect

Drive Sales Performance through
Distributor Collaboration

Unified approach to Distributor Network Management

Business teams drive sales through a network of Distributors spread across geographic locations. They rely on information available through phone/email connect with Sales Support. Each Sales Support executive attends to a regional network and at times is hard-pressed to attend several inquiries from field personnel. This approach leads to delays in providing timely information and has direct impact on the productivity of the sales team and affects revenue income. A self-service web-portal that allows the Distributor network to access accurate information in real-time, and focus on order bookings is key to driving Sales Performance.

Distributor Connect

Distributor Connect is a comprehensive collaboration solution for enabling Sales Team with:

- Secure access to product information, orders placed and latest credit information
- Dashboard for top-selling products, individual and group performance over time compared with other teams
- Ability to enter orders and submit for review/approval before being submitted into ERP for fulfillment
- Visibility into AP/AR and Credit Balance information via an up-to-the-minute report
- Social collaboration features to provide education, training and competitive intelligence to the Distributors via Team sites, Forums and polls/surveys



Manufacturing & Distribution Organization



Benefits

- **Anytime/anywhere access** - reduced phone support costs
- **Influence Distributor** - performance via transparency and education
- **Enable healthy competition** - amongst distributor community
- **Measure and manage** your distributor's network performance

Key Features

- Self-Service Product Catalog, Search and Product Details
- View new launches and promos
- Real-time product availability and pricing from ERP
- Log orders online
- Track Order Status, Invoice History and Accounts Payable
- Incentive Calculator and Detailed/Summary Reports
- Return Merchandise Authorization
- Market Trends, Editorials, Advertisements and Factsheets
- Dashboard to view Distributor performance versus group network
- Collaboration tools such as Opinion Polls, Blogs and Forums



Business Managers can influence Distributor Sales Team performance by direct communication and have better control over order bookings





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