

The Zoom logo is displayed in a stylized, hand-drawn font. The letters 'Z', 'O', and 'O' are dark blue, while the letters 'M' and 'M' are bright green. The logo is centered at the top of the slide.

Zoom

Mobile Sales Force Automation (SFA) Solution

About SPEC INDIA



30+ Years of Sustained Growth



Global Presence in 51 Countries



365 x 24 x 7 Critical Maintenance & Support



Delivering Superlative Enterprise Solutions For Fortune 100 Companies

Services

- Enterprise Mobility
- BI & Big Data Analytics
- Resource Augmentation
- Custom Software Development
- Mobile Application Development
- Software Testing Services

Solutions

- Zoom Mobile SFA
- Enterprise CRM Solution
- Vehicle Tracking System
- Helpdesk Management
- Service & Maintenance Solution
- IoT and Smart Device Solutions



Zoom Highlights

Highlights
Industries
Solution



Fortune 100 clients



7000+ field users



12,000+ routes

Manufacturing



Retail & FMCG



Distribution



Cosmetics & Wellness



Food & Beverages



Pre Sales



Retailer & Distributor App



Van Sales



Distribution Management System

Significant Features

Automated Field Activities

Manage, plan and execute end to end sales routine



Order Taking to Invoicing

Secondary order booking, on the go prints and invoice management



Apply Deals & Promotions

Apply up to date multitude deals and promotions



Sales Route Management

Beat/Route Planning Geo Fence Route



BI Analytics & Reports

Ad-hoc analytical reports powered by Pentaho Saiku Tool



Van Sales Automation

Stock Management in Van and Mobile invoicing in Real Time



Attendance Registration

Mobile based Attendance Leave Management



Survey

Enforce customer feedback integrating digital



Zoom's Advantages



Zoom helps organizations increase productivity up to 55%



**Organized
customer visits**



**Field Force
Planning**



**Geographic Sales Force
Tracking**



**Performance review
by Managers**



**Binding Sales
Targets**



**Ad-hoc reporting
system**



Zoom - Business Benefits



Benefits for On-Field Executives

Productive Calls

Optimized day to day planning leads to better productivity



Increase in Sales

Focused field plan results in improved sales



Smarter Action Plans

Push relevant information to field executives for better Customer service



Efficiency

Automated business processes which reduces paper work and improves efficiency



Benefits for Managers

Customer Insights

Better Insights on customer demands and market trends

BI analytics & reports

Identify patterns in historical data through Sales Stats and take informed decisions

Organized Sales Plan

Review sales trends and set plan for optimal outcome



Sales Team Management

Track Field Force to identify gaps and improve sales revenues.



Automated Tasks

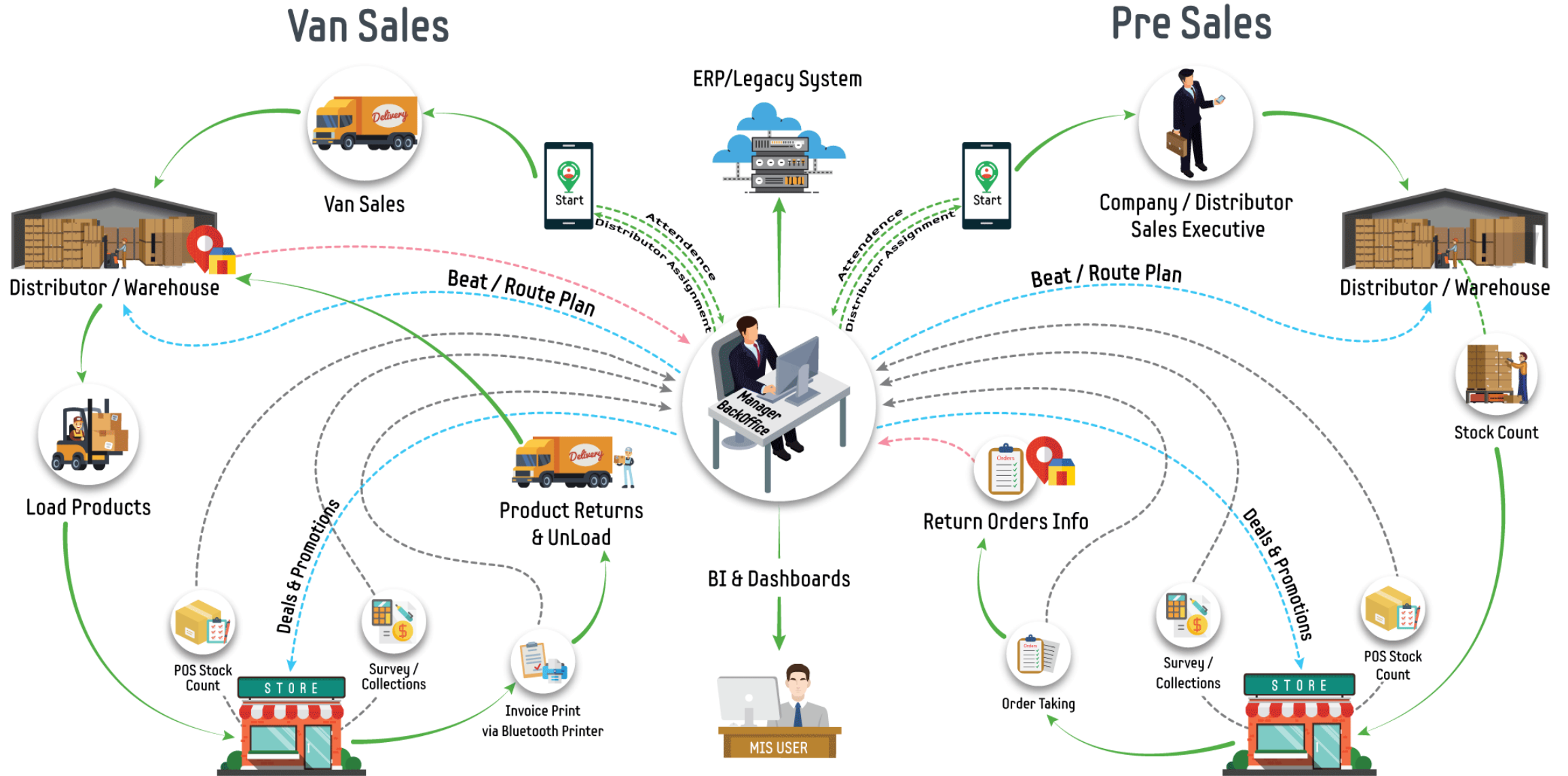
Automate recurring tasks to save time and increase efficiency



Benefits for Top Management



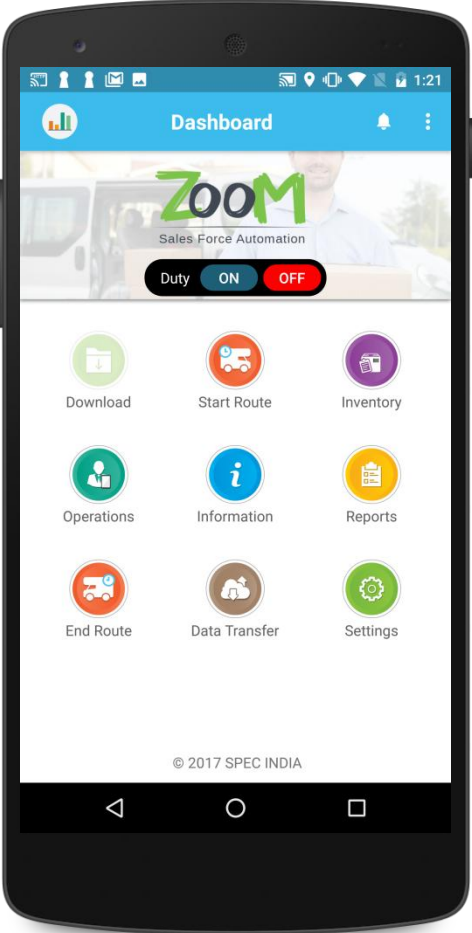
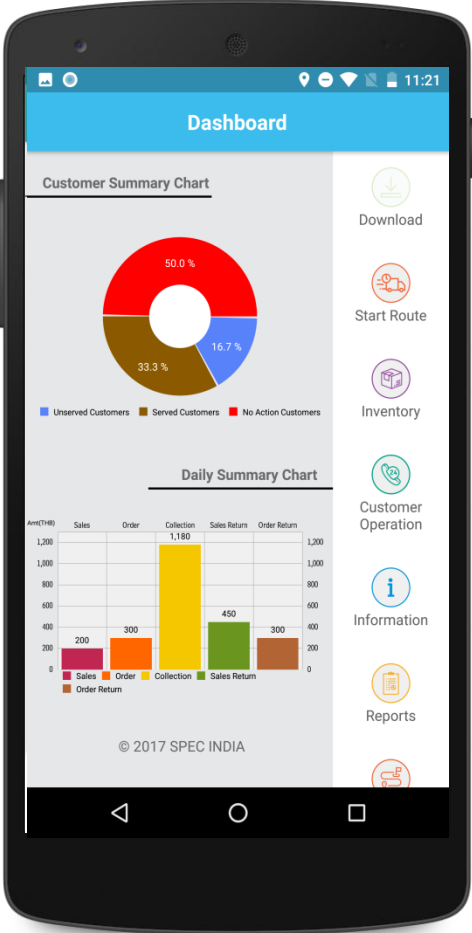
Zoom Workflow



Zoom application home screen and BO main layout

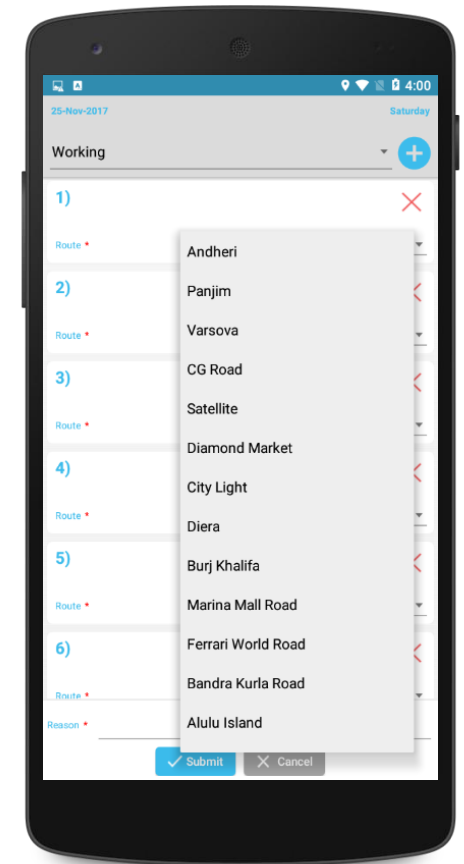
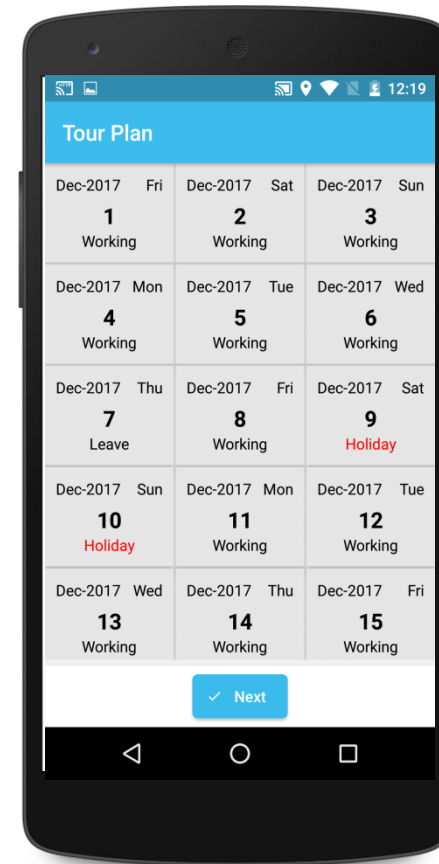


Mobile Application



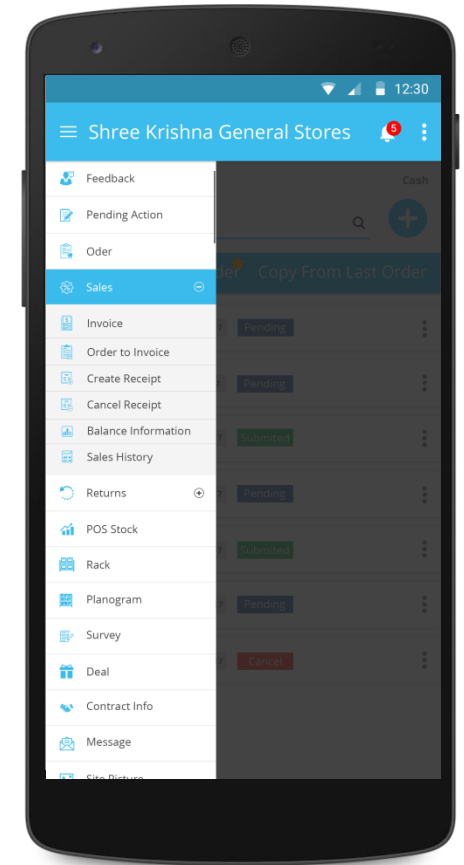
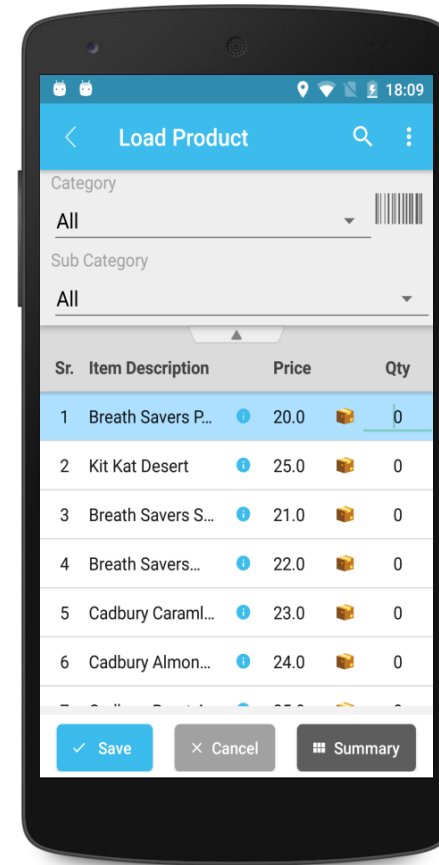
Tour Plan

- Complete route planning by Manager with distributor mapping
- Route can be planned by the field executive as well through mobile application
- Complete journey plan with geo-location of the customer address
- Pre-scheduled monthly tour plan facility available on calendar



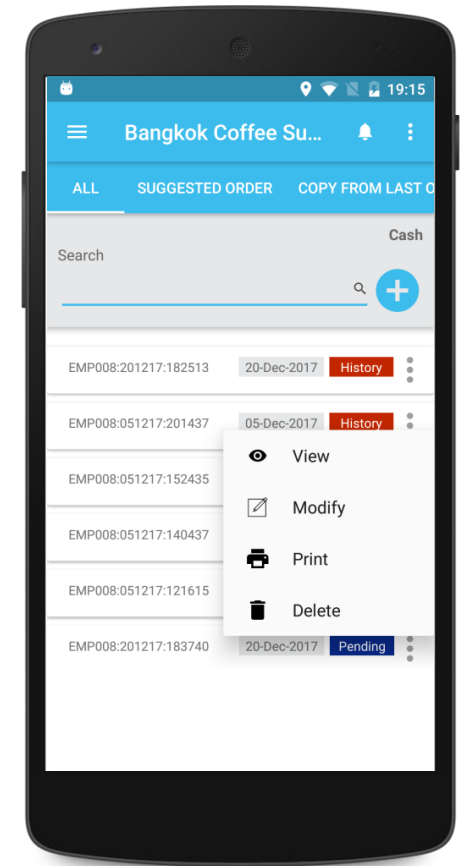
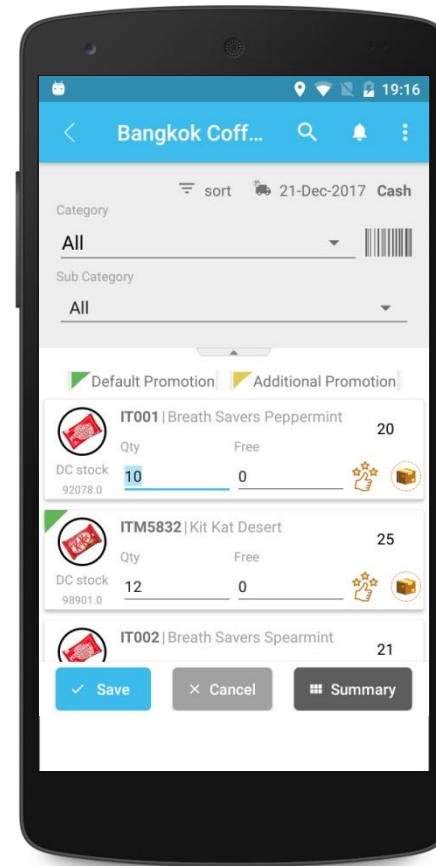
Direct Sales / Van Sales Module

- Load Products in Van
- Complete Sales cycle automation from order booking to delivery
- Generate invoices and record payment collection
- Real time van inventory information, available to the back office and salesman
- Advanced features include vehicle information and tracking, route planning, barcode scanning, generating invoices and printing



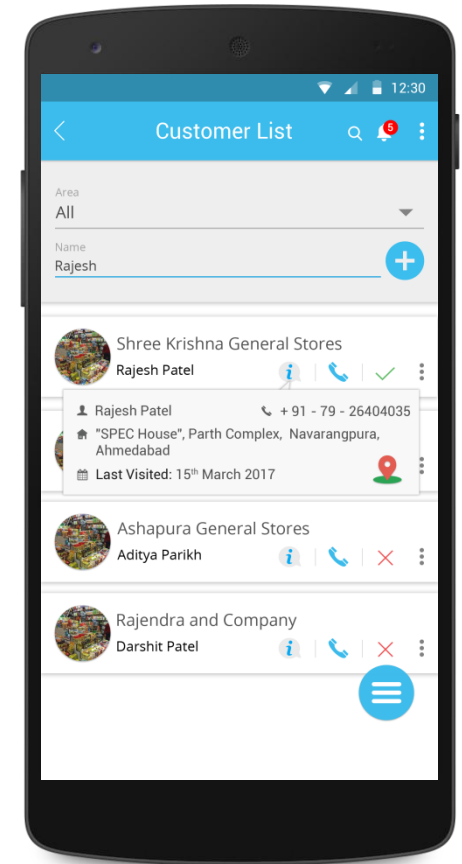
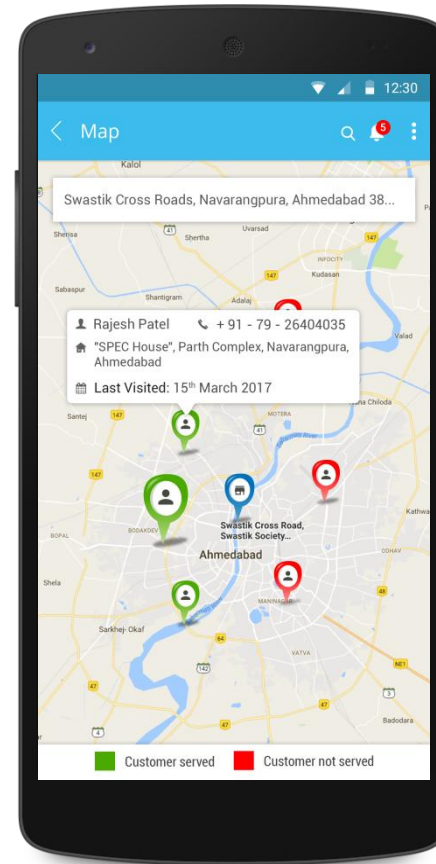
Order Booking

- Sort / Search items by categories and sub categories in orders
- Easy access to different categories while placing the order
- Additional information like promos / discounts can be seen next to each product/SKU and same will be reflected in invoice
- Capture POS stock from store / outlets for analysis



Customer Information

- Two Views (Map & List View)
- Detailed information of the customer along with the contact details and address
- Geographic view of customers planned for the day along with the visit status
- Quick access for sales executive to call customer directly from the application
- Real time navigation to customer location via best route (powered by Google Maps)



Collections

- Sales executive can collect due payment for the orders delivered
- Complete clarity about pending collection & invoices
- Sales executive can also collect / record advance payment
- Sales executive can record payment in terms of Cash, Digital payment and Bank information
- Record digital signature from customer for authentication

The smartphone screen displays a 'Create Receipt' form for 'Foot Locker' with a 'Cash' payment method. The form includes the following fields:

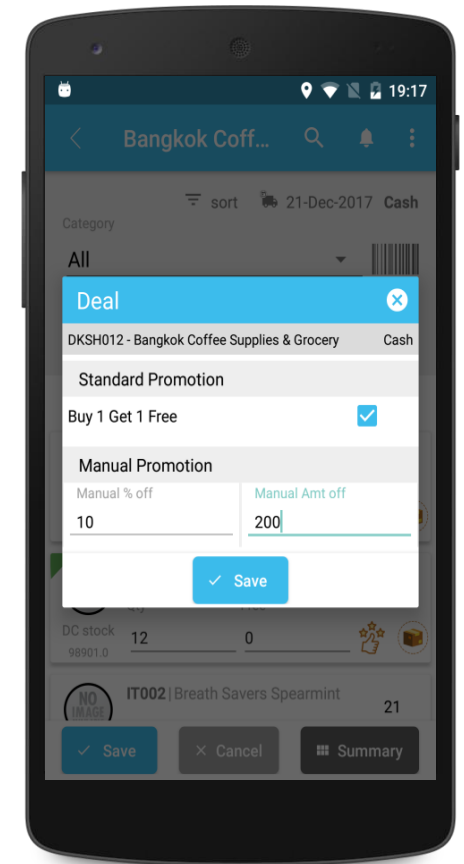
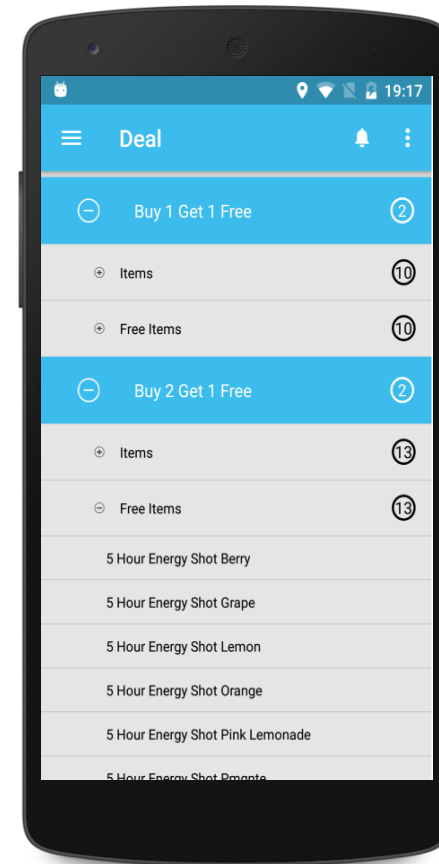
- Receipt Date: 01-Dec-2017
- Receipt Type: Against Invoice Receipt
- Invoice Date: 01-Dec-2017
- Invoice No.: EMP004:011217:152857
- Pending Amount: 15539
- Discount: 0.0%
- Total Payable Amount: 15539.00

Below the form is a 'Collection Detail' section with three tabs: 'Cash', 'Cheque', and 'CreditCard'. The 'Cash' tab is selected, showing a 'Cash Amount' of 15539.



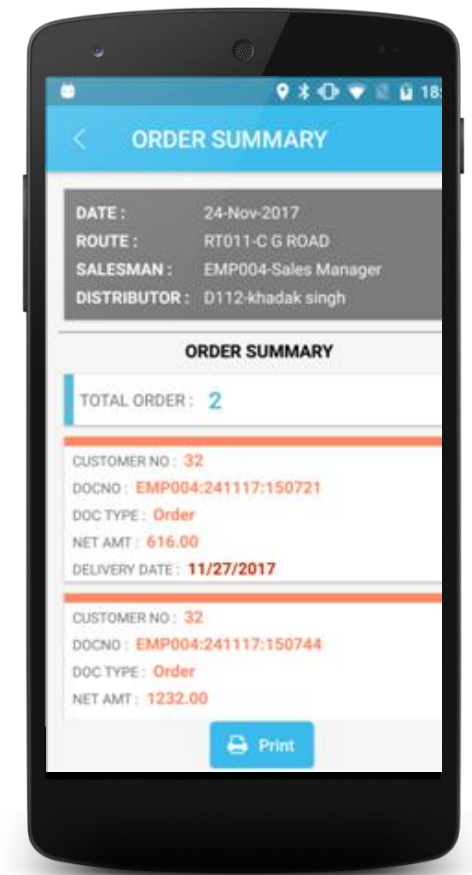
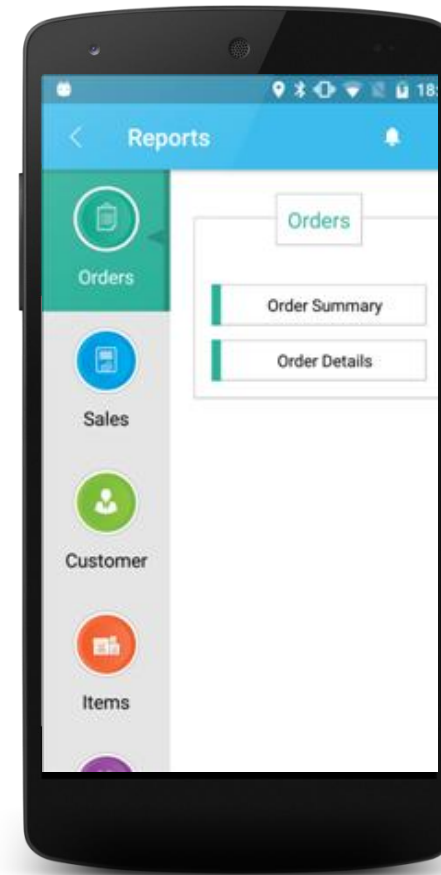
Deals & Promotions

- Run various types of schemes and discounts to retailers/customer
- Apply discount offers to specific customer groups
- Sales executive can manage discounts & promotions while taking orders with automated validation process, based on different levels and groups.



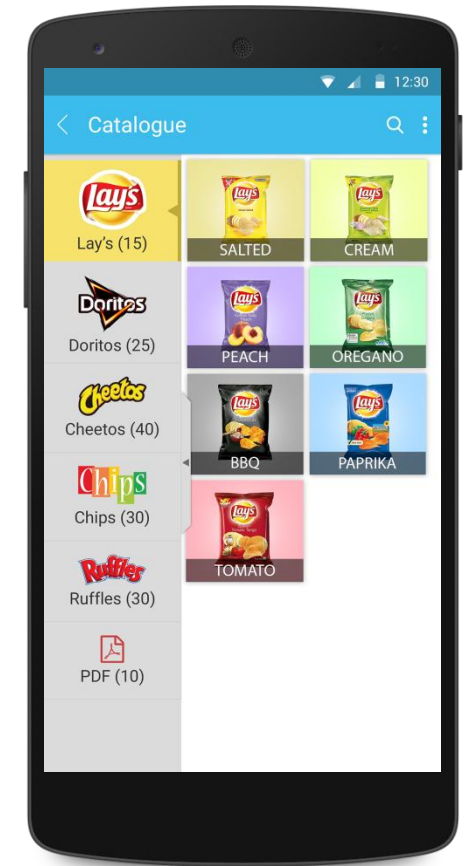
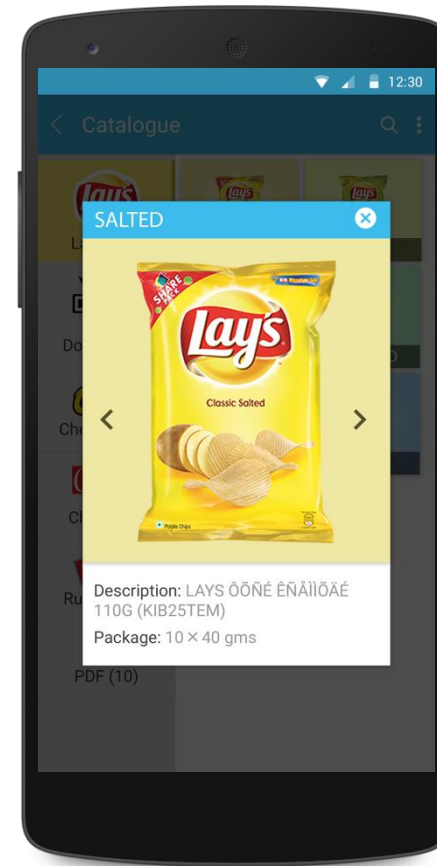
Reports

- Field Executive can view his performance at a glance
- Sales executives can review summary of orders, sales, customer wise, item wise etc.
- Reports can be customized to track field activities
- Daily detailed order summary and order details reports at glance



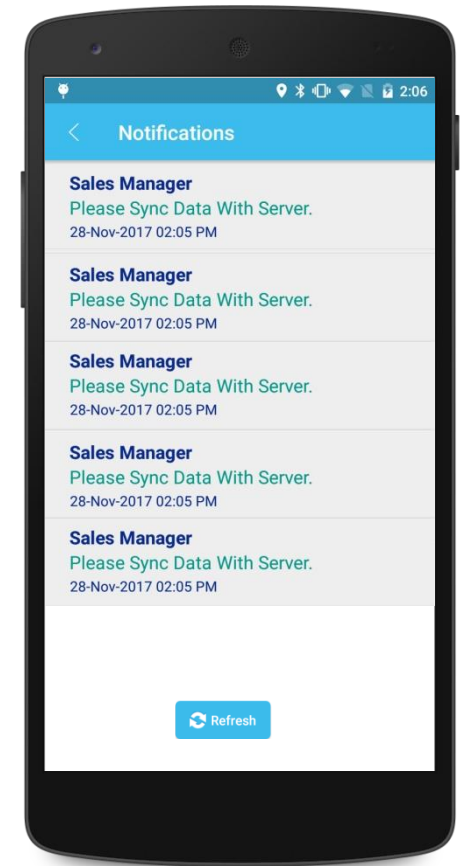
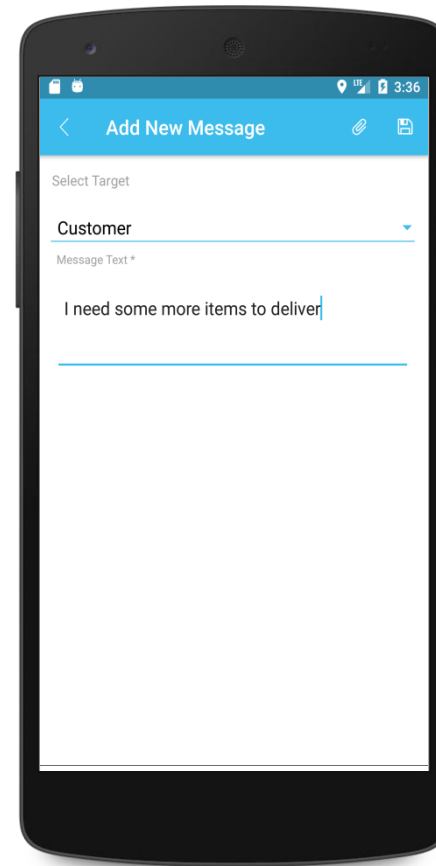
Smart Presentation

- Product Catalogues made available on the go from mobile application
- Showcase new products and marketing planogram to the customer
- Digital collaterals can be sent remotely and displayed at the field users' device



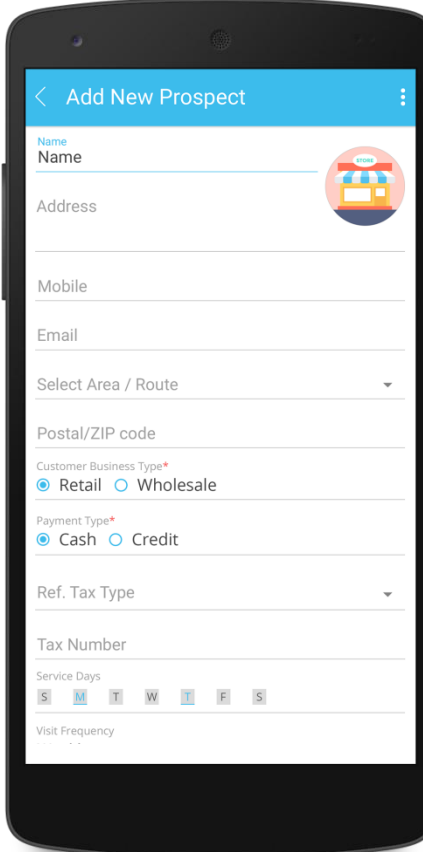
Notifications & Messages

- Manager can push notifications via back-office to all or selected sales executives
- Manager can send messages to individual field employees
- Field executives can send customized messages to admin
- Field executives can capture customer messages / feedback and send it to back-office

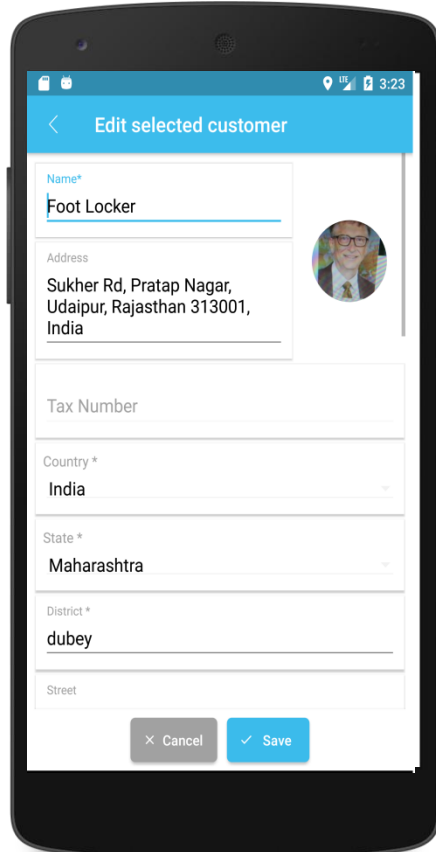


Add/Edit Customers

- Add new business prospects with ease
- Field executives can capture minimal information of the prospect client
- Clean structured information for analysis
- Sales executive can update current customer details



The image shows a smartphone screen displaying the 'Add New Prospect' form. The form has a blue header with a back arrow and the title 'Add New Prospect'. Below the header, there are several input fields: 'Name' (with a red 'X' icon), 'Address' (with a storefront icon), 'Mobile', 'Email', 'Select Area / Route' (dropdown), 'Postal/ZIP code', 'Customer Business Type*' (radio buttons for 'Retail' and 'Wholesale'), 'Payment Type*' (radio buttons for 'Cash' and 'Credit'), 'Ref. Tax Type' (dropdown), 'Tax Number', 'Service Days' (checkboxes for S, M, T, W, T, F, S), and 'Visit Frequency'. A red 'X' icon is visible in the top right corner of the form area.



The image shows a smartphone screen displaying the 'Edit selected customer' form. The form has a blue header with a back arrow and the title 'Edit selected customer'. Below the header, there are several input fields: 'Name*' (with a red 'X' icon), 'Address' (with a profile picture icon), 'Tax Number', 'Country*' (dropdown), 'State*' (dropdown), 'District*' (dropdown), and 'Street'. At the bottom of the form, there are two buttons: 'Cancel' and 'Save'.

Survey and Customer Feedback

- Gather customer feedback / market information
- Create new MCQ (multi choice questionnaire) type surveys through back office and assign to field force to gather information from customers
- Configurable functionality:
 - Receive customer feedback on the go
 - Stay updated with market information

The smartphone screen displays a survey form titled "Survey Details" for "Shree Krishna General Stores" (Cash). The form includes the following questions and options:

- What are the THREE main reasons you didn't purchase [PRODUCT] from [COMPANY]?*
Reason - 1
- Do you like our services?*
- How is our services?*
- Rate Our Services* (5 stars)
- How likely are you to suggested our services to other clients?*
- Will you use our service again?*
- What items did you like the most?*

At the bottom, there are "Save" and "Cancel" buttons.

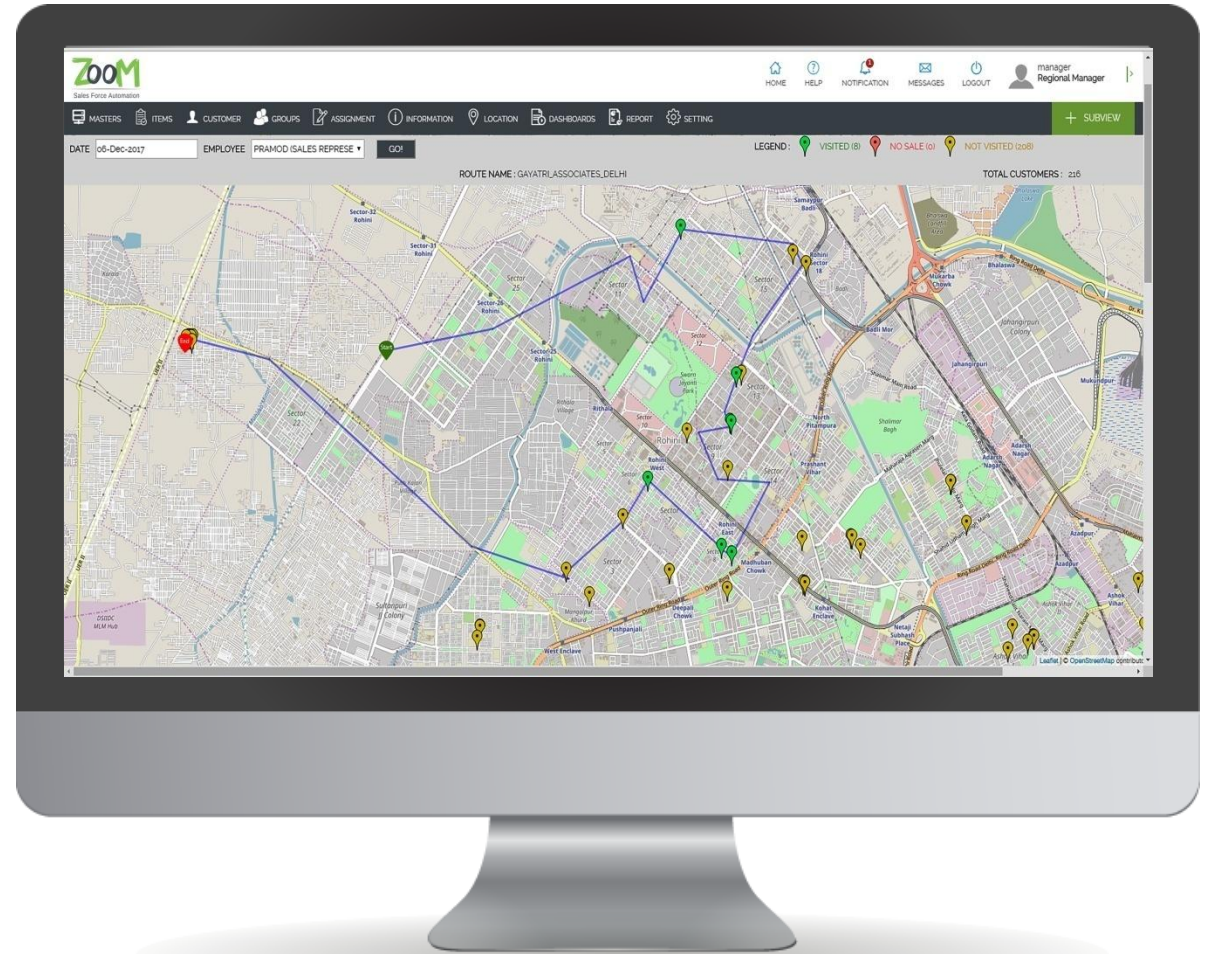
The smartphone screen displays a feedback confirmation screen titled "Feedback" for "70-Foot Locker" (Cash). The screen shows "Customer Comments" with the text "Customer satisfied". At the bottom, a message states "Customer feedback/inputs saved."

Back Office/Web Portal



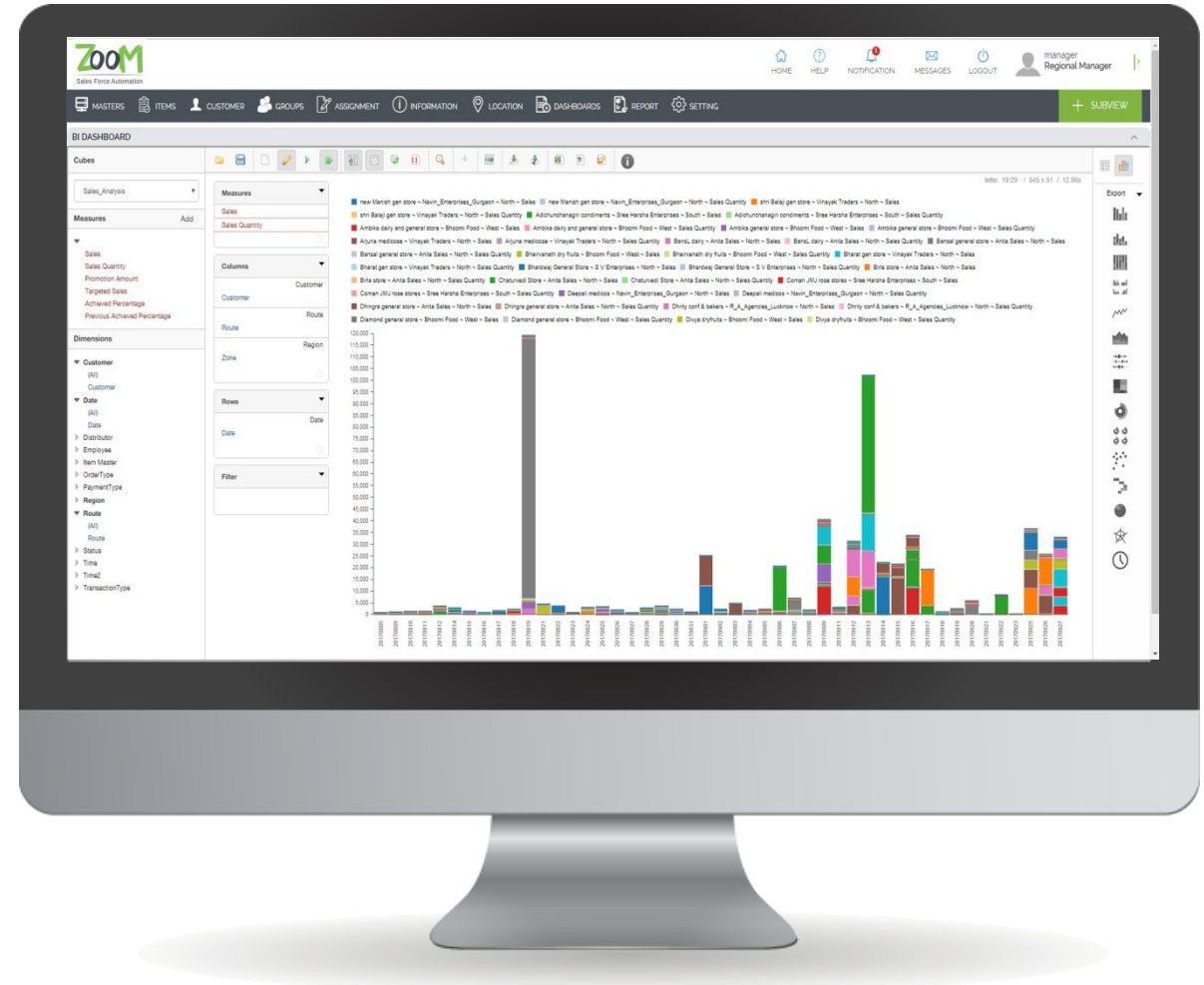
Field Force Tracking

- Near Real time information of the Field Executives
- Productivity of the field force can be tracked
- Order information at a glance over legends of the served customers



Ad-hoc Reports

- Customized reports can be generated on the fly as per the user preference
- Quick information access and view in table / graphical view
- Export to PNG and PDF feature is available in-built



Attendance

- Field Force Attendance information
- Export attendance to Excel sheet
- Location info to validate the presence/absence

ATTENDANCE INFORMATION				
Employee	Suresh Kumar		From Date	17-Nov-2017
ATTENDANCE INFORMATION DETAILS				
EMPLOYEE#	NAME	ONDUTY ON	ON DUTY DESCRIPTION	ONDUTY LOCATION
EMP032	Suresh Kumar	2017-11-17 11:38 am	On Field	http://maps.google.com/maps?q=28.6935254,77.0885110
EMP032	Suresh Kumar	2017-11-18 1:56 pm	On Field	http://maps.google.com/maps?q=28.6217019,77.0829351
EMP032	Suresh Kumar	2017-11-19 10:01 am	On Field	http://maps.google.com/maps?q=28.7006995,77.1169149
EMP032	Suresh Kumar	2017-11-19 10:02 am	On Field	http://maps.google.com/maps?q=28.7006995,77.1169149
EMP032	Suresh Kumar	2017-11-21 12:46 pm	On Field	http://maps.google.com/maps?q=28.6675774,77.0712027
EMP032	Suresh Kumar	2017-11-22 09:27 am	On Field	http://maps.google.com/maps?q=28.6936302,77.0882264
EMP032	Suresh Kumar	2017-11-22 09:27 am	On Field	http://maps.google.com/maps?q=28.6936302,77.0882264
EMP032	Suresh Kumar	2017-11-23 11:46 am	On Field	http://maps.google.com/maps?q=28.6677045,77.0715384
EMP032	Suresh Kumar	2017-11-24 08:39 am	On Field	http://maps.google.com/maps?q=28.6951175,77.0822415
EMP032	Suresh Kumar	2017-11-24 08:40 am	On Field	http://maps.google.com/maps?q=28.6951175,77.0822415

Integrations



ORACLE®

Tally
POWER OF SIMPLICITY

And More...




Support System



Add-on's



Vehicle Tracking System



Distributor & Retailer Application



Distributor Management System



SPEC's Other Solutions

Renaissance - Enterprise CRM (eCRM) Solution



eSAM

Service and Maintenance Solution

Mobile ERP Solution



!RED

Online Help Desk Management System



THANK YOU

Looking Forward To Have A Mutually Beneficial Association.
Assuring You Of Our Best Services Always.

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