Mobile Sales Automation

A brand new sales experience

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FEATURE	ULTIMATE	POPULAR CORPORATE	PRO
Sales Platform - Sales Automation			
Native app on iOS, Android, Windows 10	✓	✓	✓
Full offline functionality	✓	✓	✓
Portrait & landscape presentation mode	✓	✓	✓
Branding	✓	✓	✓
Sales dashboards	✓	✓	✓
Push notifications	✓	✓	✓
Reminders synched to Calendar/Outlook	✓	✓	✓
Multi-lingual customizations	✓		
e-Catalog Showcase your products			
Multiple catalog views	✓	✓	✓
Offline product attachments	✓	✓	✓
Customized views	✓	✓	✓
Favorites lists per sales rep	✓	✓	✓
Wish-lists / Line sheets	✓	✓	✓
Product "hints"	✓	✓	✓
Flexible catalog navigation	✓	✓	✓
Automatic image management	✓	✓	✓
Export and share products	✓	✓	✓
Customized attributes per item	✓	✓	✓
Multiple catalogs	✓	✓	
Mobile Order Taking - Take orders in the field using any tablet			
Quick Order	✓	✓	✓
Order by product variants (pre-pack/mix&match)	✓	✓	✓
Decimal quantity ordering	✓	✓	✓
Barcode based ordering	✓	✓	✓
Product inventory display	✓	✓	✓
Product inventory calculation	✓	✓	✓
Customized, flexible cart	✓	✓	✓
Online and offline printing of the cart	✓	✓	✓
Sales transaction customization	✓	✓	✓
Order Management - View edit and approve sales orders			
Order workflow and business guidelines	✓	✓	✓
In-order process alerts	✓	✓	✓
View order statistics	✓	✓	✓
Order (sales transaction) information	✓	✓	✓

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Submission workflow	✓	✓	✓
Share sales transactions	✓	✓	✓
Duplicate transaction	✓	✓	✓
Configurable sales transaction PDF	✓	✓	✓
Define multiple transaction types, e.g. order, return, invoice	✓	✓	
View sales history including back office sales	✓	✓	
Customized workflow and UI per transaction type	✓	✓	
Pricing			
Multuple prices per item	✓	✓	✓
Multiple prices per account	✓	✓	✓
Sales rep discount permissions	✓	✓	✓
Mobile CRM - 360 view of customer interactions			
Account Management	✓	✓	✓
Manage multiple contact persons per account	✓	✓	✓
Accounts tracking and history	✓	✓	✓
Account pricing policies	✓	✓	✓
Account dashboard	✓	✓	✓
Customized attributes per account	✓	✓	✓
Advanced pricing	✓	✓	
Accounts dashboard	✓	✓	✓
Customized account dashboard	✓	✓	
Catalog assignment	✓	✓	
Cross-sell & upsell			
Present items with special offers in the catalog	✓	✓	✓
Create cross-sell & upsell campaigns	✓	✓	
Multiple campaign types	✓	✓	
Mobile Merchandising - Plan and monitor in-store activities			
Schedule reminders	✓	✓	✓
Stock taking	✓	✓	
Custom audit forms	✓	✓	
Custom surveys	✓	✓	
Custom in-store activities	✓	✓	
Geo-tagged picture taking	✓	✓	
Create and manage account visits	✓	✓	
Store display management	✓	✓	
AdIn-store activities dashboard	✓	✓	

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FEATURE	ULTIMATE	POPULAR CORPORATE	PRO
Send email notifications for activities	✓	✓	
Customized activity types and fields	✓	✓	
Share activities and account info among reps	✓	✓	
Manage tasks	✓	✓	
Profiles	✓		
GPS & Maps			
GPS navigation to customers	✓	✓	✓
View accounts near you	✓	✓	✓
Color map pins by account status/properties	✓	✓	✓
Route analytics	✓		
Route and Activity Planning			
Stay up to date on rep activity in the field	✓		
Calendar planning view for reps	✓		
Plan sales rep schedules on a map	✓		
Sell-Through			
Replenishment recommendations	✓		
Sell-through reports and statistics	✓		
Sales Team Management			
User management	✓	✓	✓
Define and track rep targets	✓	✓	✓
Sales rep monthly revenue target	✓	✓	✓
Target dashboard for managers and reps	✓	✓	✓
Messages	✓		

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