

Smart field sales excellence platform designed to expedite sales activities in the field



Successful companies need to be agile and responsive to their customer's needs. They've replaced manual processes with automated ones in every possible area for just in time delivery. FForce delivers powerful customer relationship management (CRM) capabilities, including sales force automation (SFA), eDetailing, end to end order management, distribution management and field sales information system, all in a single cloud based platform with mobility and SAAS. FForce can also integrate with your existing ERP system.



FForce has been specially designed focuses on the life of a sales representatives working in FMCG, CPG or Pharmaceutical industry. We capture the steps the sales reps needs to go through in a typical working day like bit plan, outlets visit, order booking, stock audit, managing share of shelf etc. and automate these necessary daily tasks which improve effectiveness and efficiency. FForce provides your sales team, complete customer view that is shared with support and marketing in real time, so you can track and optimize your pipeline and ultimately close more deals.

Reps love this. FForce provide the gamut of solutions which makes the job of sales reps easier. It is fast, easy to use, smooth access online and offline, device compatibility, integration with popular tools like Microsoft Office and Outlook and with an intuitive interface. FForce is the solution every rep will love and use.

Managers need this. FForce equips the managers with the right tools to increase the visibility into their sales reps activities and pipeline. With accurate forecasting, effective inventory management, mobile order management sales managers can enhance the performance and productivity of his team.

Executives trust this. Executives require on time accurate answers of their complex business queries. FForce empowers them to get real time answers and business metrics with its dynamic business intelligence module.



FForce SFA solution offers more features, more powerful customization, easier integration, and the best end-user experience. And best of all, thanks to our on-demand model, it can all be deployed immediately around the globe.

Solution Highlights

Sales management

Set of sales force automation modules to help your mobile sales force plan all the activities effectively for closing more deals.

Plan of action

Understand your appointments and plan for the day well ahead. Include everything like – a discovery call, following up an email, a product demo, reviewing your sales forecast, customer meet, invoicing, anything like this. By doing so, you are sure of the activities that you have set as a goal for the day. Once you are armed with information on an hourly basis, then there is clarity to manage your business more effectively.

“Plan of action” is a feature that lets you to handle your day-to-day sales activities in an organized way where you record your sales process. It keeps field force on track with right information and guidance that is required to close a deal.

Lead management

Lead management is an integral part of every sales cycle. This feature involves sales and marketing team to set new goals, practice and evaluate it to create fresh potential customers. Understand which marketing strategy helped you click with the customer. It helps you to track every sales lead, allows you to nurture and generate revenue opportunity.

Opportunity management.

Customers that display interest in closing a deal or proceeding with a complete transaction are opportunities. An exclusive means of communication is required to deal with these potential prospects. This feature lets you have a strategy to drive sustainable growth to your business through your contacts. Sales opportunity management gives you the probability and close dates to your sale.





Account and contact management.

FForce sales force automation software provides your organization a 360-degree view of each of your customers. Customers are grouped within segments – every segment for a different customer category. This feature can be configured on an ad-hoc basis.

This feature provides history of the relationship, planned activities or documents and multimedia files shared. So build and maintain strong, lasting customer relationships with FForce.

Expense management

Field force members can now just request or put across their expense and travel plans with the help of this feature. Higher authorities can easily now approve and monitor their team members' travel and expense in just a click right within FForce. Managing expense and travel has now become so easy and hassle free with FForce expense and travel management feature.

Retail execution



FForce helps in effective execution of retail activities which directly or indirectly stimulate the achievement of sales targets.

Order booking

FForce enables sales reps to smoothly and effectively operate their daily jobs. The field staff either company owned or distributors goes on the field, notes down the order using his handheld device. The information is relayed instantaneously to the company's central warehouse or area distribution centers, kick starting the process of dispatch of goods to the retailer, possibly even before the sales reps has left the said store. This eliminates errors and delays and shorten the replenishment cycle.

As the field staff needs to connect far remote areas so connectivity could be the biggest barrier in smooth functioning of his daily tasks but FForce allows field force to book orders in offline mode also and then it will automatically forwarded to the company warehouse or distributor once connectivity is back.



Any time , anywhere



Real time data access



No data loss – offline sync



Photo uploads



Route plan



Expense automation

Document management.

FForce allows you to configure multiple types of sales documents processed between business partners. Purchase orders, return orders, or invoices are the most common, but our SFA solution is capable of including many more.

FForce provides instant access to the most recent versions of the sales and marketing documents your teams need—all in one place.

Promotional offer planning

FForce allows you to plan promotional offers, and provides your sales reps with all the tools you need to present them, take orders and leverage sales results.

Cost control and budgeting

This feature of FForce is crucial to prevent excessive cost incurred by your sales force. Our system will help you to define cost groups corresponding to sales activities performed by your sales force. Within each group, you will be able to allocate periodical budgets for individual sales reps. your employees will be able to control their budgets and incur only the most reasonable costs.

Sales reps inventory

If you need to ensure the effective use of freebies, samples and branding material this module of FForce is essential for your sales reps. With FForce you can define inventories assigned to individual sales reps for each group of material (gifts, freebies, and branding material). Within each inventory you may allocate quantities for individual items.



Leave automation



Mobile order booking



Real time stock audit



Order history



Payment history



Document control

Channel development

FForce empowers you to penetrate new markets, enhance customer loyalty, and hone your ability to serve your existing customers.

Accurate forecasting

FForce sales forecasting capabilities give organization clear visibility into their sales pipelines. Accurate, timely forecasts of revenue and demand help sales close more deals, bring in higher profits, and align expenses with revenue growth. Forecasting also gives companies critical visibility into future product and service demand trends.

Contract management.

FForce contract management capabilities seamlessly integrate with back-office financial functionality and help to manage myriads of contracts effectively. As a result, your organization is able to effectively manage the entire customer lifecycle from a contract's approval to its renewal, to enhance profits.

Returns management

FForce is a comprehensive and powerful returns management software that will reduce the time spent processing returns, replacement orders and miscellaneous credits or charges that are related to previously invoiced orders. The returns management software simplifies the entire return process and provides predictability, and delivers a consistent flow for all RMA and return operations to improve customer satisfaction.

Approvals and workflow.

One thing that differentiates solo entrepreneur from their bigger business counterparts is the simplicity of the workflow and approvals process. FForce! Workflow and approvals management feature allows you to design and run any business process with drag and drop simplicity and manage success with flexible approval processes for deal discounts, expenses, and more.

Sales effectiveness management

Gamut of solutions helped to define goals, measure achievements, motivate and support sales force in their efforts.



EDI



eLearning



Tracking field force



Sales return



Custom reports

Territory management.

You can just define any customer based on the market or segment. Mark it to the right person who can handle this. The rest, you can just set and track your sales. It helps you to analyze your sales pattern based on the territory and make huge business changes and decisions accordingly.

Product catalog.

FForce enables organizations to manage even the most complex product catalogs with ease. You can easily store even large catalogs and multiple price lists centrally for enhanced consistency while giving your team easy access to the precise product and pricing detail they need.

Email templates.

Why should salespeople start with a blank page while writing emails to customer and prospect? HTML email templates that sales reps can personalize are big time-savers and also ensure that even individual communications are accurate and recorded. Automatic tracking helps reps know when to follow up.

Reports and dashboards.

With customize reports and dynamic dashboards, sales managers and executives can get real-time data and analysis instantly they need to run the business effectively. Easy-to-use sales analytics tools help managers analyze sales pipelines, perform win-loss analyses, create historical trend analyses, and more.

Mobile solutions.

FForce- mobile sales force automation solution keep sales reps connected while they are at the remote areas, with their wireless devices like Laptop, Tablet and Smartphone, traveling reps are never out of touch with their critical data.

Microsoft Outlook, Word, and Excel integration. Reps don't need to toggle back and forth between FForce and Microsoft's popular tools. FForce is integrated with all these required tools to elevate the performance of the sales reps.

Are you ready to upgrade ?

Contact



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