



**Astix Intelligence  
Management Systems**  
*Advanced Systems Intelligence*



- ***Build Secondary Sales Orientation***

- ***Get Speed in Planning & Execution***

- ***Take Sales Graph Up!***



## Introduction

For every large organization with establish brands, it is never too late to take a hard look into the last leg of distribution. To start with, getting secondary sales data on time is a big obstacle. Moreover, data lies in islands in excel sheets and lacks accuracy. The need of changing times is to be close to the retail market and have the ability to identify growth opportunities by having access to secondary sales data and trends.

There are possibilities of empowering yourself with an Online real time secondary sales visibility without disturbing your distributor systems and set up. We understand this like nobody else! And that is why Astix has a perfect solution keeping in mind all of this. Read on...

## Challenges

Secondary sales data is manual and getting updated in excel sheets. Consolidation of the same to get the big picture and compare MTD growths is time consuming. Moreover, data is error prone and never accurate. Your next level of challenge is to have insights and analytics on the secondary sales trends and trade inventory and ensure robust planning and execution.

## Our Solution...

Solves the mystery of secondary sales and provides you accurate and near real time secondary sales data on the click without interfering with your distributor system.

Get better control over secondary schemes execution and claims. Get drill down reports as per your requirements on a daily, weekly or monthly basis.

## Connect & Integrate:

Interfaces with any distributor system and captures secondary sales data and collates it to highlight overview of secondary business down to the lowest level of detail.

### **Features:**

- Distribution KPI reports
- Reports can be downloaded in XLS so that you can “play around
- Customized reports & dashboards for various level of sales hierarchy

### **Benefits::**

- Get an overall feeling on the state of your business at MTD level.
- Get a detailed view on a specific measure (e.g. How many stores did each of my distributor cover yesterday, and MTD / YOY).
- Analyze and rationalize distributor inventory levels.

## Distributor Connect

Track secondary sales, distributor inventory and product movement across markets. This helps in sales forecasting and production planning with the help of actual secondary insights. Get better control over secondary schemes and thereby make your distributor claims process more robust.

## Scheme data access

Helps you to understand the impact of schemes on sales by tracking secondary sales at store-town-state-region levels across SKUs and product. This also enables you to streamline the distributor claims process.

## Distributor Management System (DMS)

In case a distributor does not have any operation system we have an Integrated system which manages every aspect of distributor operations. It enables order entry, invoicing, and dispatch management, cash management, accounts receivables, pricing, discount and schemes, warehouse and inventory management, vendor and accounts payable, document management, and expense accounting. It also enables sales analysis and generates management reports.

## Our Other Solutions :

- Smart Phone enabled Field Sales Automation
- Geo Tagging & Maps
- Dynamic Reporting
- S&OP and Forecasting
- Actionable Insights and Analytics
- Sales Fundamentals (Modern Trade Channel)



## About Astix Solutions:

A customer focused, technology driven software services company offering state of the art solutions in Business Process Automation, Business Intelligence, and Decision Support Systems.

Considerable expertise and experience in assisting customers optimally utilize information technology & knowledge as a key tool for effective and efficient management, thereby creating competitive advantages.



### Astix Solutions

1<sup>st</sup> Floor, Crossroads Complex  
DLF Phase III  
Gurgaon - Haryana, India  
Pin- 122002

Email : [info@astixsolutions.com](mailto:info@astixsolutions.com)

Website: [www.astixsolutions.com](http://www.astixsolutions.com)

Tel : +91 124 4367390