



➤ ***Automate Processes***

➤ ***Build Scalability***

➤ ***Expand Business***

➤ ***Grow Profits!***



Astix Intelligence  
Management Systems  
*Advanced Systems Intelligence*



## Introduction

As the marketplace is becoming more complex and companies becoming more demanding, a professional distributor wanting to grow will need to adopt contemporary ways of doing business by adopting modern process and optimal utilization of IT.

Astix SFA Solutions enables Distributors to increase sales, enhance sales productivity, reduce cost like days inventory, thereby increasing profit margins through technologies and tech enabled processes. It helps to scale up your business with more companies and brands in your portfolio.

With almost nil investment and no upfront cost you will be able to better manage your sales operations and cash flows through smart phone based sales force automation.

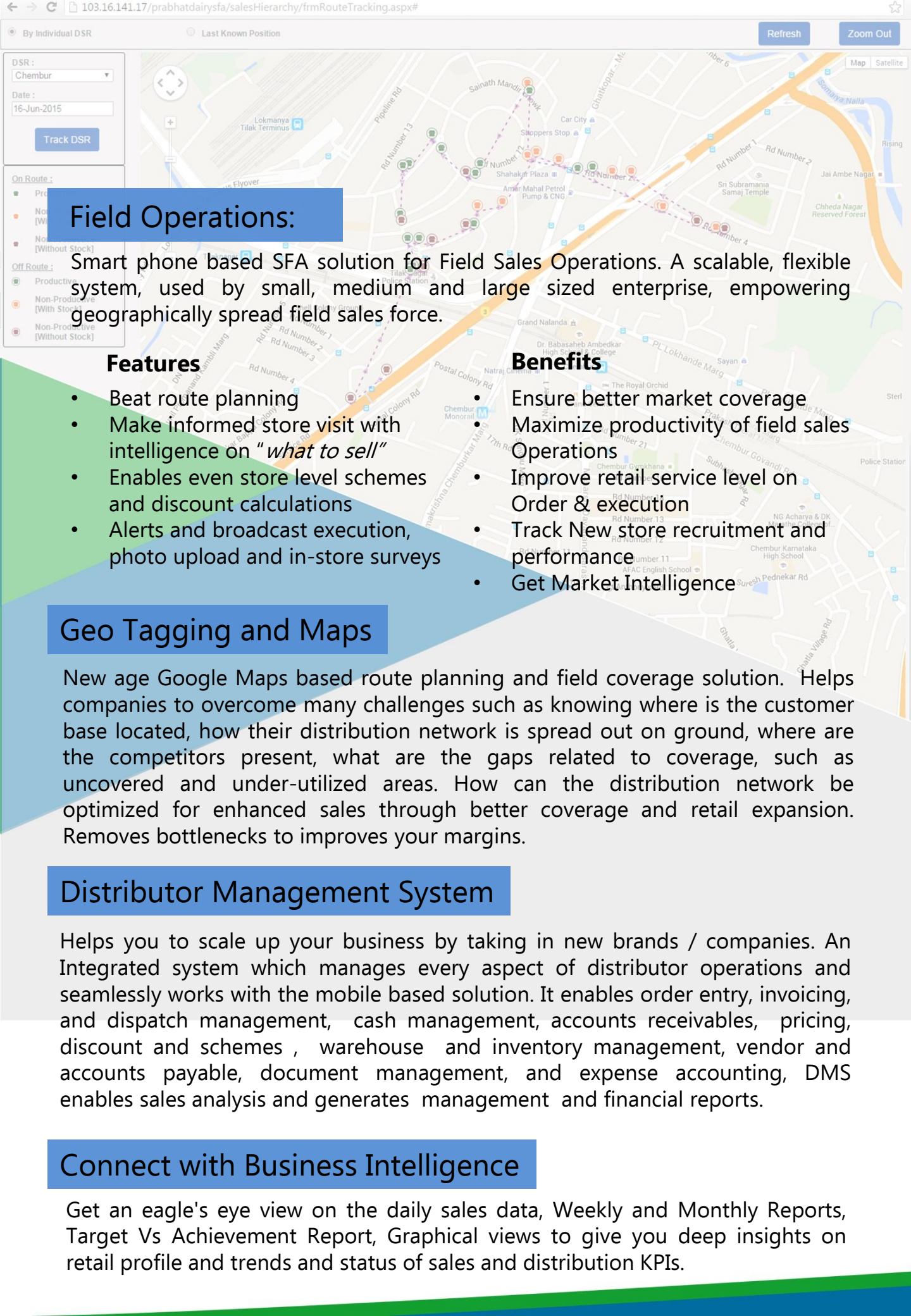
## Challenges

Meeting companies' demand for increasing sales with better stock management and therefore margins are the real challenges. Getting better coverage and more productivity from the existing sales force. Motivating sales team by sales incentive and reducing other sales expenses. Managing multi company operations with sales order and invoicing, schemes, collection, expenses, stock, return, and dispatch.



## Our Solution...

SFA eco system powered by the combination of mobility, web portal and Business Intelligence tools that enables customer visit planning, intelligent order taking, promotion execution and other features from a single everyday-use smart phone device. Get insights on your retail profile, thereby become an expert of your market. Integrated system to handle all aspects of distributor operations to get maximum efficiency and therefore increased ROI.



## Field Operations:

Smart phone based SFA solution for Field Sales Operations. A scalable, flexible system, used by small, medium and large sized enterprise, empowering geographically spread field sales force.

### Features

- Beat route planning
- Make informed store visit with intelligence on "what to sell"
- Enables even store level schemes and discount calculations
- Alerts and broadcast execution, photo upload and in-store surveys

### Benefits

- Ensure better market coverage
- Maximize productivity of field sales Operations
- Improve retail service level on Order & execution
- Track New store recruitment and performance
- Get Market Intelligence

## Geo Tagging and Maps

New age Google Maps based route planning and field coverage solution. Helps companies to overcome many challenges such as knowing where is the customer base located, how their distribution network is spread out on ground, where are the competitors present, what are the gaps related to coverage, such as uncovered and under-utilized areas. How can the distribution network be optimized for enhanced sales through better coverage and retail expansion. Removes bottlenecks to improves your margins.

## Distributor Management System

Helps you to scale up your business by taking in new brands / companies. An Integrated system which manages every aspect of distributor operations and seamlessly works with the mobile based solution. 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, DMS enables sales analysis and generates management and financial reports.

## Connect with Business Intelligence

Get an eagle's eye view on the daily sales data, Weekly and Monthly Reports, Target Vs Achievement Report, Graphical views to give you deep insights on retail profile and trends and status of sales and distribution KPIs.

## Our Other Solutions:

- 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

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