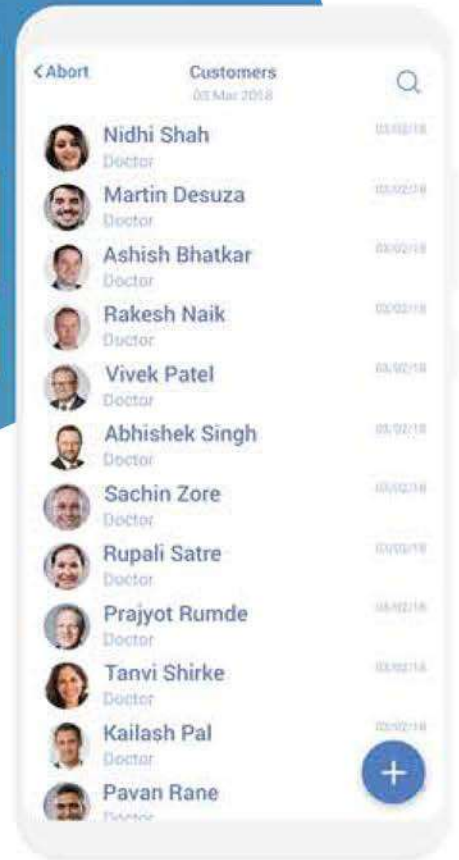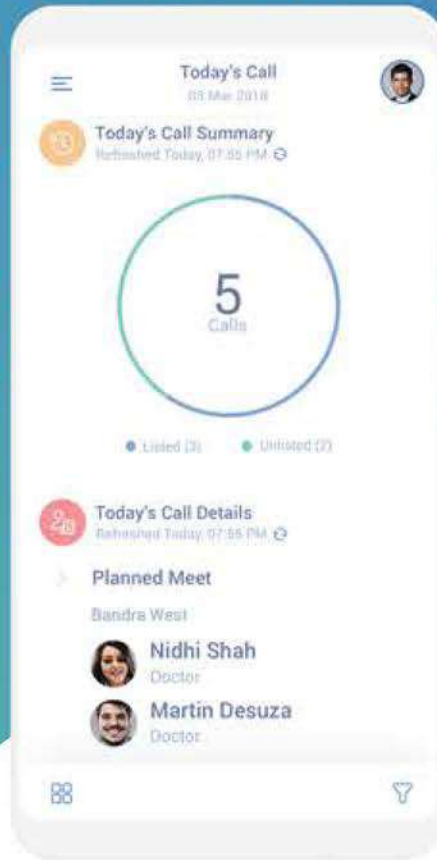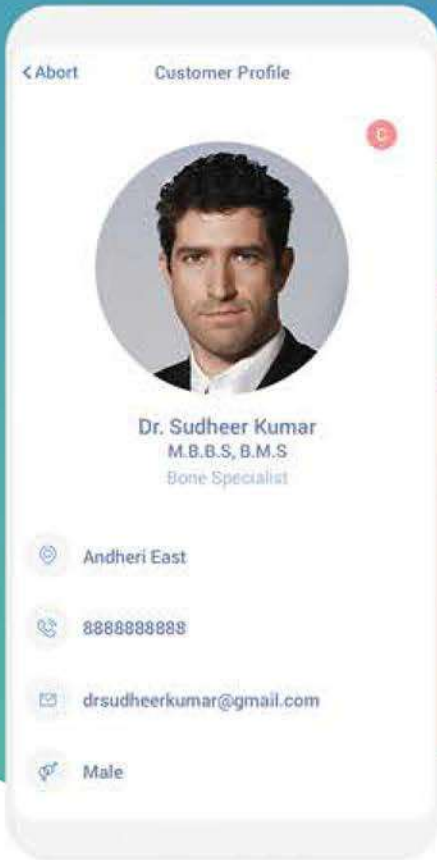**PROTEUS**

VISION
SFA
Sales Force Automation
For Pharma

Simple
Smart &
Intelligent

Realtime Reporting

Meeting Information
Capture information about meeting with various types of customers such as Doctors, Retailers, Distributors & Wholesalers.

Auto Detect JFW
Vision SFA automatically detects 'Joint Field Work with Manager' using 'Smart Geo-Fence'.

Pitch Priority
Define 'Standard Product Pitch Sequence' & further capture actual pitch order with customer.

Sample Issue
Capture Sample issued to customers & take acknowledgment (Optional).

Order & Stock Taking
Capture Stock, Sales and Order for customer.

Targeted Survey
Design targeted 'Survey Templates' to capture specific customer, competition and market information.

Depth & Display Capture
DND Capturing at the time of reporting.

Feedback
Objective feedback recorded, by classifying each feedback as 'Compliment', 'Request', 'Complain'.

Secondary Sales

Capture Stock
Capture 'Stock & Sales Statement' period wise for each customer.

Integrated with ERP
Integrated with ERP for Primary Sales .

Configurable
Highly configurable to your business environment. Define reporting hierarchy, Customer Classification, Brand and Product Configuration.

Custom Analytics
Achieve custom analysis of your sales performance using interactive graphical dashboards & standard reports

Depth and Display

Automated Process
Automate retail 'Depth N Display' process.

Visual Support
Capture visual support to 'Requests', 'Compliance', 'Approvals' & 'Evidence'.

Workflow Approval
Workflow for approval of depth and display agreement.

Payment Integration
Integration with ERP for payment.

Sample Inventory

Sample Allocation → **Issue from warehouse** → **Acknowledge Receipt** → **Issue to Colleagues** → **Acknowledge Receipt**

Daily Call Reporting → **Issue to Customer**

Return to Warehouse → **Discrepancy** → **Adjustments**
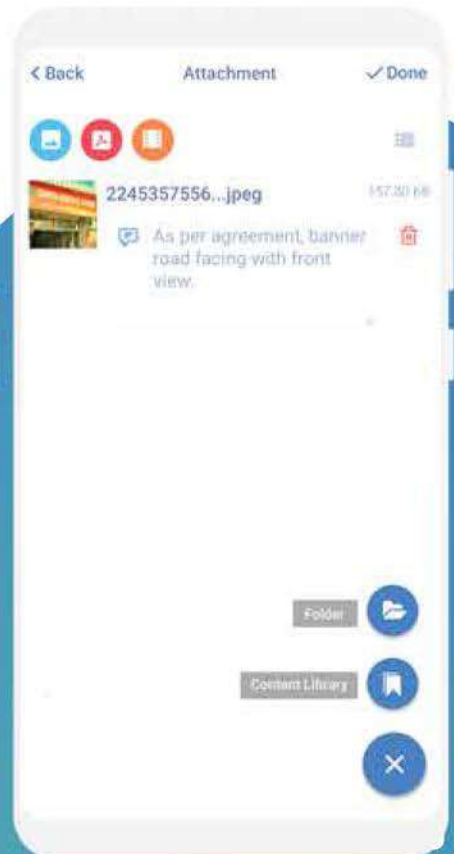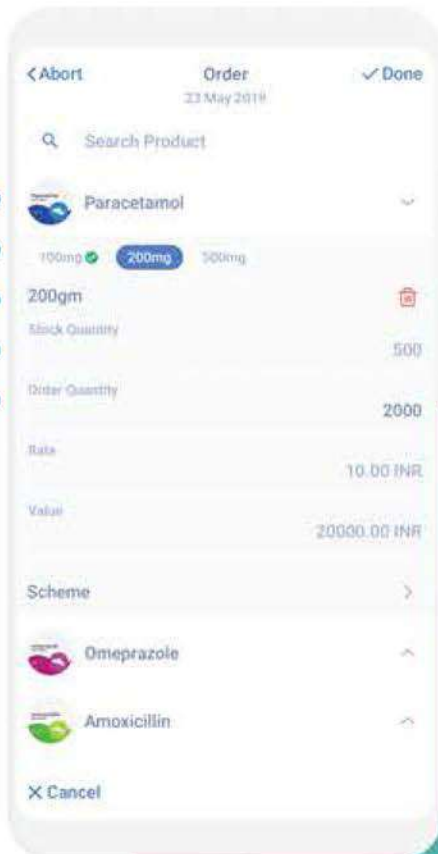
✓ **Quick View**
User can quickly know the sample inventory with him.

✓ **Deviation Quantity**
User can easily record shortage or damage of sample items received.

Doctor Group Meeting

✓ **Manage Event**
Create Event, define validity & manage participants.

✓ **Event Feedback**
Feedback on the event with actual invitee participation.

✓ **Event Details**
Define specific details like, 'Type of Event', 'Focused Products', 'Invitee List/Participants' etc.

✓ **Expense Claim**
Expense claim against an event.

Expense Management

✓ **Rule Based**
Vision automatically derives travel path from call reporting and calculates travel expense.

✓ **Expense Definition**
Definition of other expenses heads and eligibility.

✓ **Travel Fare**
Define distance between towns and get travel fare based on distances, Eligibility can be further adjusted based on cadre, grade or employee.

✓ **Smart Review**
Approver can make corrections by using a 'Highlighter' to enable the originator to correct and resubmit expense statement.

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