

Automating operations with Salesforce

The R Systems Distribution Management System for Manufacturing and Salesforce automation application, based on Salesforce Cloud, supports companies in achieving real-time, full visibility into their distribution and sales channels and activities.

R Systems Distribution Management System for Manufacturing and Salesforce automation application

– unique solution for the integration and optimization of the entire manufacturing – distribution – sales process workflow



Transparency

End-to-end order management and visibility in a single platform through comprehensive reporting dashboards and functionalities.



Speed

Automated capture and display of information for manufacturer, distributors, channel partners and field sales.



Efficiency

Streamlined requests management – a single point of management for both manufacturer and partners.

CRM for Manufacturer

Real time visibility and accessibility on orders, requests, returns or claims

- Product catalogue and price book management
- Creation of purchase orders along with secondary orders
- Real time tracking and configuration according to information updates on channel partners and company's market performance
- Single point management for marketing related activities, from branding materials to credit limits changes
- Automation for workflows and processes

CRM functionalities

- Approval/rejection of return/replacement requests
- KPI monitoring from dashboards
- Creation of new Distributors/Retailers
- Creation of invoices for Distributors/Retailers

DMS for Distributor/Dealer

Full visibility over relevant information - catalogues, prices, orders status, shipments and invoices, discounts, special offers

Real time access to the latest information related to channel partners and market performance

DMS functionalities

- Management of requests for marketing activities, branding materials and credit limit changes
- Optimization of workflows and approval processes and processes automation
- Channel partners can initiate requests for returns/replacements
- DMS displays detailed dashboards for better tracking and KPI monitoring
- Creation of retailer database
- Sales orders creation and invoices issuing

Contact us for a free demo of the R Systems Distribution Management System for Manufacturing

Automation for Sales field users

Full visibility and accessibility over relevant information - catalogues, prices, orders status, shipments and invoices, discounts, special offers

Detailed dashboards published on the SFA application to track and monitor individual KPIs

Optimization of information flows during field activities

- Planning of market visits and beat plans
- Capturing market and invoicing information while on visits

Real time automated information capture functionalities

- Attendance and leave management
- Automated local and outstation expenses using geo location capture
- Mapping of travel policy for the limits and guidelines

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R Systems is a global technology services company, helping scale-ups and enterprises in their digital transformation. Our goal is to accelerate our clients' digital leadership, and our clients choose to partner with us for Cloud transformation, automation, data science, analytics, and product engineering, thanks to our technical expertise, domain knowledge, global presence and a record of delivering world-class solutions consistently for over 28 years.

With a global workforce of 4,800+ employees across 16 delivery-centers and 26 offices, we continue to empower organizations with cutting-edge technologies.