EnRoute

UNİVERA ENTERPRISE TECHNOLOGY SOLUTIONS

OMNI-CHANNEL SALES MANAGEMENT

Agenda

- Definition of Solution
- Scope
- Usage at Field
- Usage at Headquarter
- Modules
- Contact

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With Panorama 8
We Are Even Stronger

Panorama, our solution platform for sales, service and logistics, has supported the digital transformation journey of many companies for 30 years.
In the light of the latest technologies, we continue to cultivate the Panorama World with the aim of increasing the value we offer.
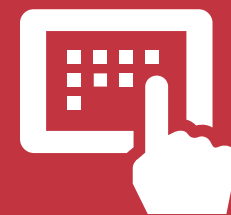Even stronger with Panorama 8.

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It reduces your load on your digital transformation experience with its new functions.

User Experience (UI/UX)

- New interface design (evolving UI&UX)
- Dark theme (dark mode) option
- Responsive use on all screens
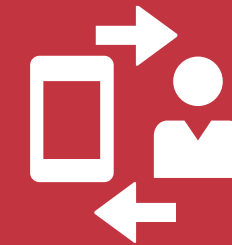- Dynamic design infrastructure

Technology

- Automatic version switching with Unisync
- Analytics running online
- StokBar Android app
- Extended API support for mobile
- New communication services infrastructure

Productivity

- Instant messaging
- CRM-Opportunity management
- Calendar app
- Outlook integration

The Services

- Access to Panorama interface from the mobile application
- Remote live support

Additional Functions

- Quick search with Elastic Search feature
- Notification feature on mobile devices
- Workflow management via Outlook

EnRoute

EMPOWER SALES FORCE

EnRoute is a solution that enables to manage all sales channels with one system. You can track sales&distribution process of products managing through in your sales channel or in business partners.
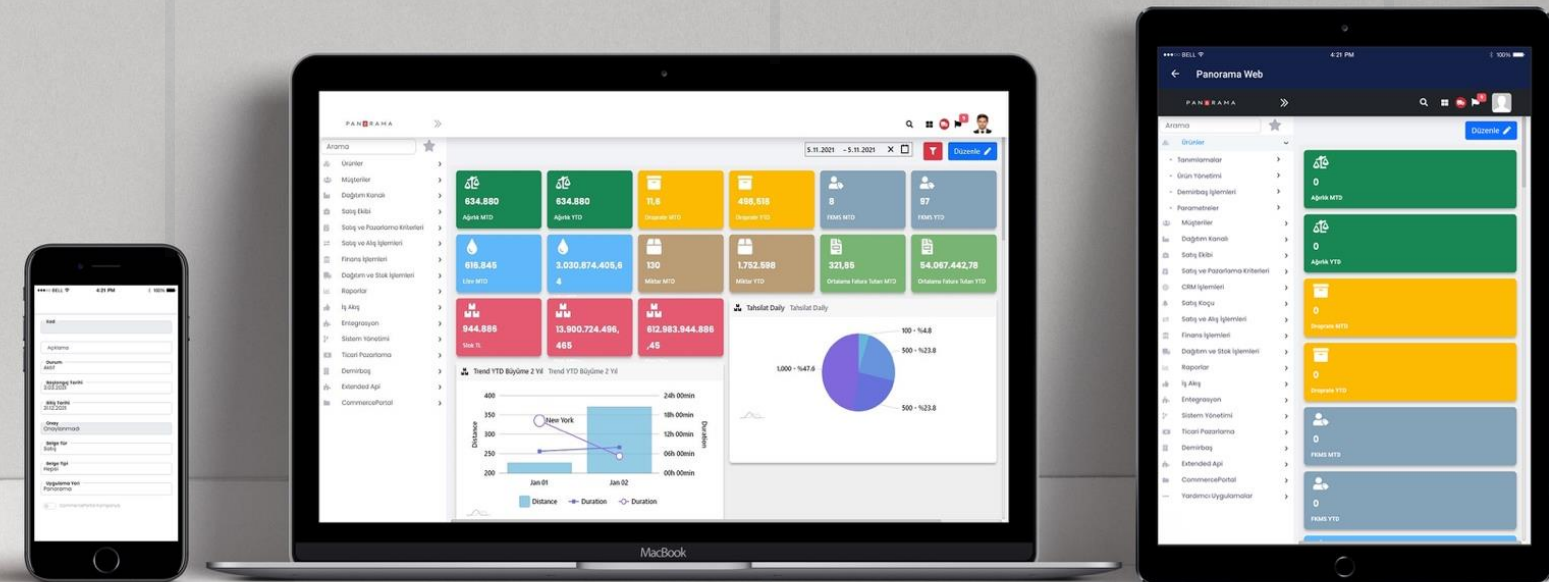
By getting instant sales data taking strategic decisions will be easy.

Platform and Industry Independent

Easy Integration

Adaptable Flexible Structure

WEB Based

EXPERTIZED CONSULTANCY

30.000+ MOBILE USER

25+ YEARS EXPERIENCE

100+ ONGOING PROJECT

Certified Solution

Promotion Optimization Institute (POI) is an independent consulting and research service company, evaluates companies and their solutions with a variety of surveys conducted by sector leaders and expert advisors. EnRoute has been distinguished among its counterparts for last 4 years and remains among the best solutions.

POI RETAIL EXECUTION VENDOR PANORAMA
UNIVERA RESULTS

| Product Aptness and Flexibility | Delivery Flexibility | Solution Completeness | Sell-More Capabilities | User Experience | Analytical Capabilities | Product Vision | Configurability |

AVARAGE

*Click to reach full report, please contact with us for previous years reports.

PROCESSES YOU CAN MANAGE WITH ENROUTE

Customer Sales System

- Order Portal for Professional Channels and Consumer
- Online Sales with Partner Stocks
- Online Payment, Collection and Delivery Process

Sales Data Consolidation

- Integration with Business Partner Commercial Package
- Reporting of Sales Volume for Company Products
- Tracking of the Partner's Stock Movements

PRM

Retail

SFA

Business Partner Relation Management

- Sales Planning, Conducting and Reporting Cycle
- Track Business Partner Stock
- Campaign/Discount/Promotion Management
- Reporting
- Product/Payment Integration
- Order Entry
- Integration with Business Partner Commercial Package

B2B & B2C

Merchandising

- Central Price, Discount Definitions
- POS Integration
- Sales by Tablet
- Check Stock Data Instantly
- Service Integration
- Pre-accountancy Operation

DDI

Sales Force Automation

- Order Collection and Distribution
- Van Sales
- Telesales

EnRoute

Manage different sales & distribution processes in an integrated way with EnRoute.

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FIELD FUNCTIONS

Sales Representative

Order Picking Billing

Collection and Return Transactions

Consignment Asset Transactions

Goods Demand Vehicle Loading

Online Stock Current Update

Update&Create Customer Info

Navigation and Map Activity

Sales Activity Demand Transaction

Daily Reporting

Warehouse Team

Barcoded Shipment Processes

Controlled and Uncontrolled Serial Number

Counting Transactions

Vehicle Counting

Stock Counting

Order Pick Time 07:49

Order Pick Time 09:28

Order Pick Time 12:05

Order Pick Time 01:58

Distributor Teams

Invoice, Note Delivery

Collection

Partial Shipment

Shipment Cancellation

Collecting Information Form

Navigation and Map Activity

Tracking Customer Information

Sales Chiefs

Visual Reporting

Sales Personenel Control

Tracking Personnels and Distributors on Map

Online Messaging

Sending Work Order Online

Weekly Visit Planning

Order Picking (Parametric)

Collecting Field Control Forms

Senior Managers

Region Based Sales Report

Sales Distribution by Categories

Sales Report by Periodic Comparation

Top Selling Sales Representative

Target Realization Rate

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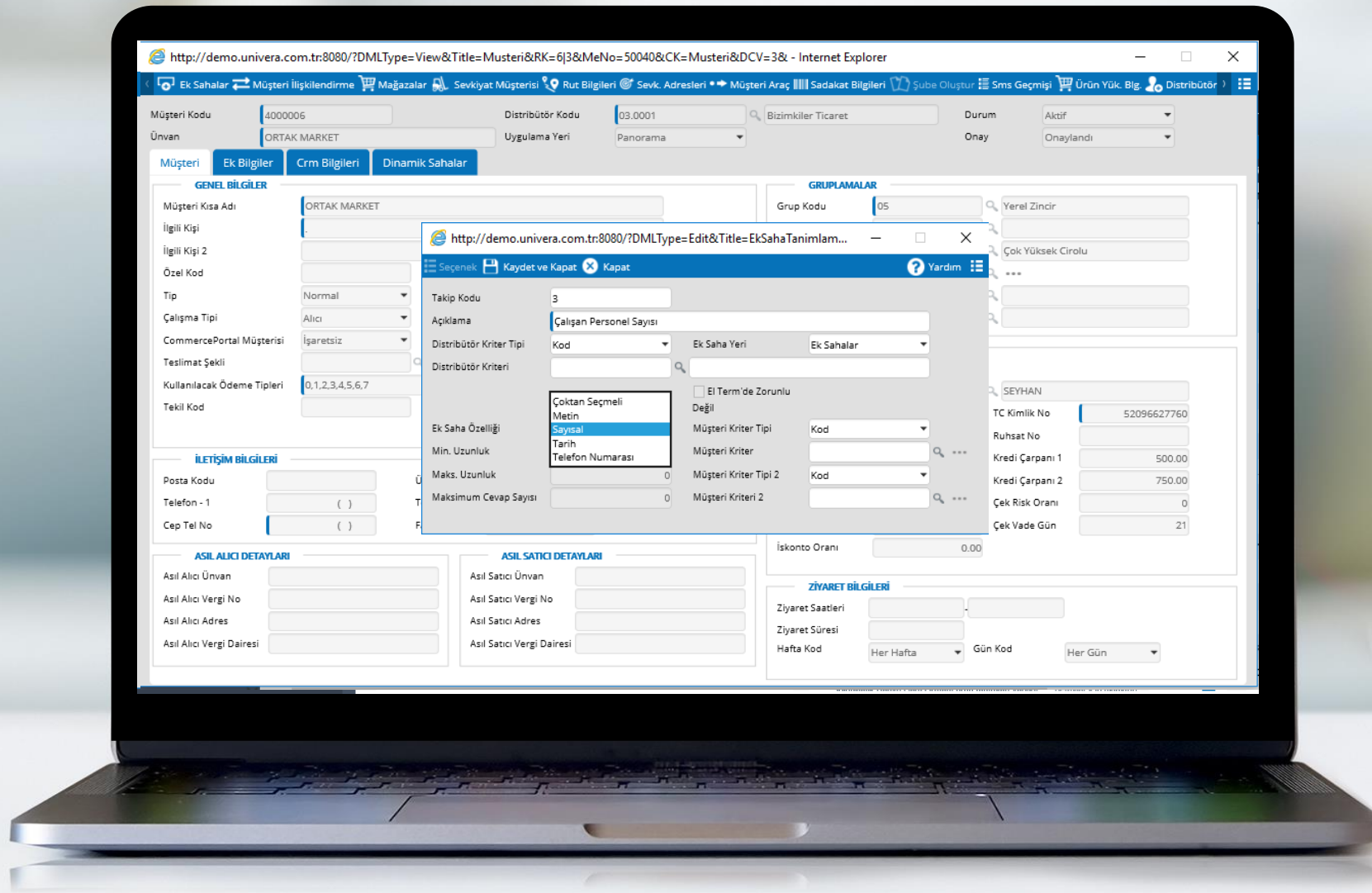See, watch, control those far away from you with the central system.

With **EnRoute**, you can manage all your sales channels from your office.

EnRoute
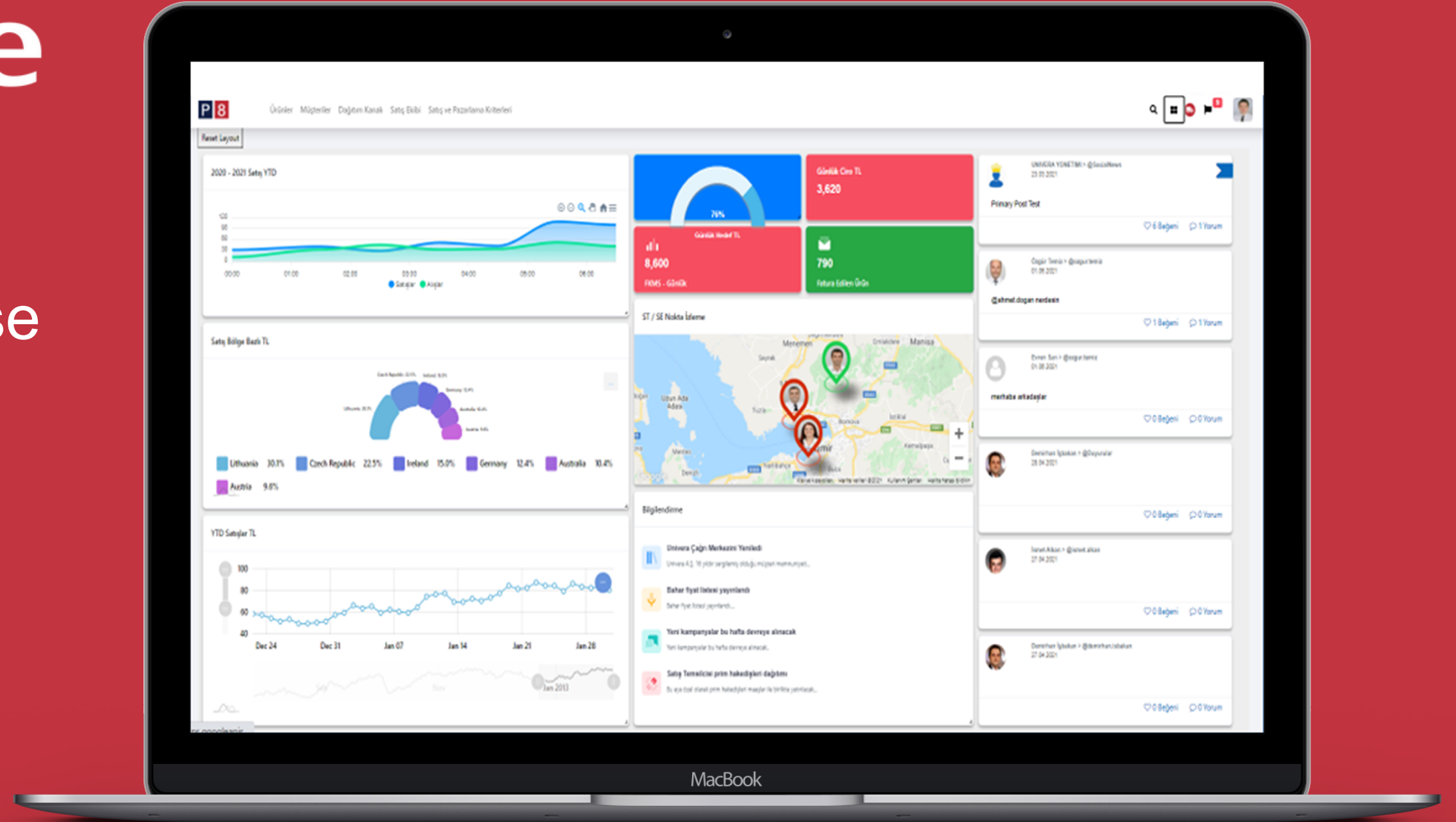
MASTER DATA MANAGEMENT

- Customer Segmentation
- Product Group, Additional Group
- Customer Group, Additional Group
- Dynamic Group
- 10 Level Hierarchy
- Additional Field Description Support
- User Column Authorization Feature

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HEADQUARTER FUNCTIONS

Mater Data Management

Analytical Reporting

Product Management (banned, quota, sellable etc.)

Price, Promotion, Campaign Management

B2B Management

Workflow Approvals

Field Monitoring with Map

Automatic Reporting

Availability and Survey Management

Management of Sales Budgets

Target and Bonus Management

Distribution Channel Stock Management

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SALES BUSINESS PARTNER FUNCTIONS

Sales Transactions

Financial Transactions
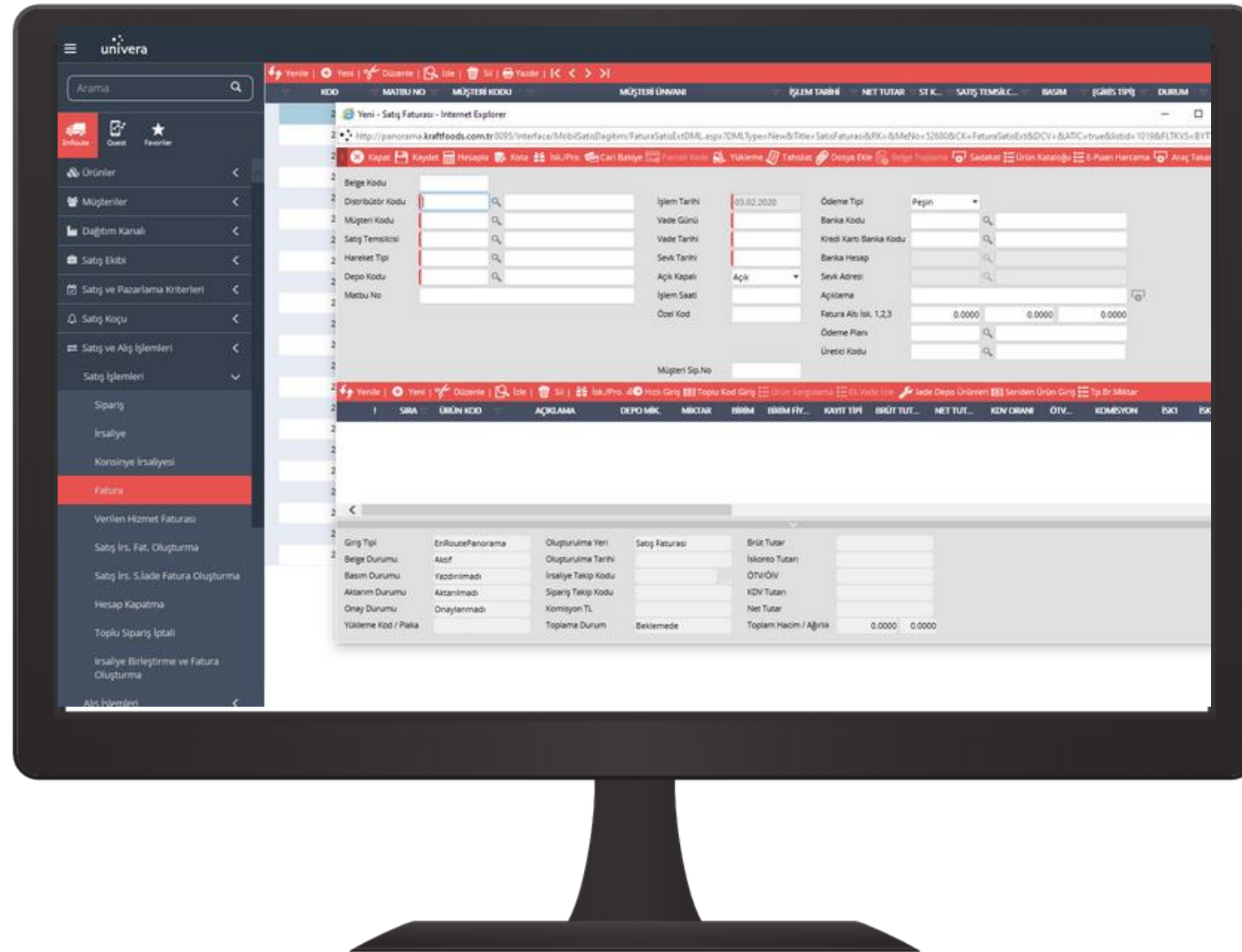
Warehouse Movements

Shipping and Distribution Optimization

Sales Representative Route Planning

Daily Reporting

Online Field Montoring (Map/Details)
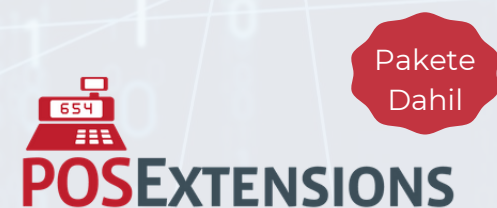
Commercial Package Transfer Transactions

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Assisted Sales

AssistedSales provides you to access to all product-related information instantaneously, primarily via tablets or smartphones, and allows you to quickly share that information with your customers. With AssistedSales, you can also give your customers information about the product via tablet or smartphone, and with the discount calculation tool, you can instantly give product discount information, perform online inventory control, share product availability information, without keeping your customers waiting.

AssetTracker

AssetTracker supports IoT equipment, which has been increasing in use in recent years, as well as barcodes, in following assets. With IoT equipment furnished with sensors such as temperature, motion, GPS, humidity, etc. GSM infrastructure, or iBeacon communication methods, you can monitor all the details of the assets from the live, stock display screen.

BUSINESS ANALYTICS

With the Business Analytics module, developed as a business intelligence tool, you can manage all your sales deployment processes more effectively. Enabling you to see all the data related to sales, distribution, finance and logistics processes altogether Business Analytics allows you to analyze all this data with its advanced reporting capability.

CommercePortal

With CommercePortal, you can easily manage your ordering, shipping and collection processes, as well as online sales processes for your B2B and B2C channels. With CommercePortal, you can easily manage your order, shipping and collection processes, as well as online sales processes for your B2B and B2C channels.

DeliveryMan

DeliveryMan, the first application specifically designed for product delivery personnel, allows you to perform all operations during product delivery via Android-powered tablets or smartphones. DeliveryMan provides the delivery staff with the ability to prepare and dispense new freight bill or invoices in order changes, as well as enabling you to track if the delivery personnel delivered the correct merchandise to the correct customer. You can also make partial deliveries in the field with the help of the DeliveryMan.

Executive Cockpit

In order to stand out from the intense competition, you need to make quick analyzes and give the right decisions. Executive Cockpit is a reporting and monitoring tool we developed for senior management administrators. With the Executive Cockpit module, you can see your top sellers and regional sales figures, and follow your monthly sales trend within the year. You can also evaluate your sales curve by comparing against previous periods, thanks to multiple charts that can be opened on the same screen.

FIELD AGENT

Beyond the ability to follow your field teams from the central office, with FieldAgent, you can perform functions such as online visual sales follow up, reporting, visiting, route follow-up, sending online messages to your sales representatives, assigning tasks, leaving notes specific to each customer, tracking with maps, and with flexible forms, collect data from the field.

Finance$uite

With FinanceSuit, whose primary mission is to carry out pre-accounting, cost and expense calculations for companies selling with EnRoute Panorama, you can manage all pre-accounting, check, invoicing, credit card, cash and bank transactions of sales channels such as distributors, dealers and wholesalers with the EnRoute Panorama sub-structure in an integrated way.

Fortune Teller

FortuneTeller is a forecasting module that can analyze your sales data to see your current situation analysis and help you make strategic decisions in the future.

FundManager

With the FundManager module you can plan your distribution channels and manage them. You can have detailed data information by observing activities such as discount, marketing at sales points.

PayMO

PayMO, a mobile payment application, offers you a safe shopping process with your customers. You can manage your mobile payment process without making hardware investment with virtual pos, free membership and one-link collection opportunity. PayMO reduces your collection visit costs and saves time with its remote collection feature.

POSExtensions

With EnRoute Panorama you can make all cash register transactions via POSExtentions based on the database. POSExtentions offers possibilities such as; Possibility of selling in one screen, Using barcode scanner, Searching between defined customer cards, Creating new customer registration, Product, inventory and warehouse inquiry, Collection transaction entry, Partial collection support, Sales with different commission rates, Service and delivery date entries.

RePlenishment Advisor

RePlenishmentAdvisor is a supply chain module that calculates optimal stock levels for your sales channel using various algorithms and offers electronic purchase order recommendations. With this module, you can keep your inventory level at the optimum level so that your order processes can go smoothly.

RoutePerfect

EnRoute, putting delivery and route planning solution developed by system integrators to service, together with RoutePerfect, enables you to deliver more with less time on the field. With the automatic vehicle loading function, you can optimize the loading and the distribution plan for the distribution vehicles of the orders. With RoutePerfect, which also has the ability to optimize the routes of the sales representative, you can determine the most suitable route by entering criteria such as volume, order number, number of vehicles in the distribution of products.

SalesCoach

Focused on increasing your sales, SalesCoach informs sales representatives during their visits, by voice or by screen notifications. SalesCoach directs sales representatives instantly and realizes its analyzes with big data. SalesCoach gives you the opportunity to increase your sales, thanks to the information it provides you specific to each visit.

EnRoute

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