



"Define-Achieve-Maintain"

Technology & Business Solutions Ltd.

***'Providing Technology Solution to
Business Needs'***

Pharma Solution

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Pharma Solution

Pharma Solution is a comprehensive sales force management system.

- Track Sales Target vs. Achievement and Budget vs. Achievement
- Track Call Planning vs. Call Report
- Work Schedule for Sales Team
- Disbursement of Promotional Material and Sample through workflow
- Manage Doctor through workflow
- DM Coaching, CME is available
- Sales Discount workflow
- Bill Approval workflow

Advantages and Benefits

- Consolidated sales force management
- Increase sales force efficiency & productivity
- Increase sales and revenue

Master Configuration

To run all modules followings master data need to be managed -

- | | |
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| <ul style="list-style-type: none"> • Employee • Customer • Institution • Sales Structure • Sales people field day / working day • Product Brand, Product Group, Products, Rx Products • Brick, Brick Customer, Brick Sales Structure Relationship | <ul style="list-style-type: none"> • Promotional Aid & Sample • Call related • KPI related • Coaching information • Discount related • Bill Approval related • Work Flow Management |
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Sales Analytics

- | | |
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| <ul style="list-style-type: none"> • Automatic data upload system for <ul style="list-style-type: none"> – Order, Delivery Return, Sales and Stock data • Upload, Display and Download System for <ul style="list-style-type: none"> – Order, Delivery, Return, Sales, Target, Budget & Stock – Track data by days, and if there is any issue fixed the data • Run / Re-Run procedure if there are any substantial changes in the master data • Identify not tagged customers • Reports <ul style="list-style-type: none"> ✓ Total Order & Total Sales Report ✓ By Brand Report for Sales and Order ✓ By Customer Report for Sales and Order ✓ Sales Trend and Order Trend Report ✓ Delivery Return for Sales and Order ✓ Mirror report for Sales and Order | <ul style="list-style-type: none"> • Reports are generated as per roles and privileges • Detail & different searching criteria is provided like <ul style="list-style-type: none"> – Date range, monthly, Quarterly, Yearly – Product Group, Brand and Product – Customer and others ✓ Customer by month for Sales and Order ✓ Sales Analysis ✓ Depot wise Sales Report ✓ Customer List ✓ Sales Vs Return ✓ Sales Vs Replacement |
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✓ Day wise for Sales and Order

✓ Customer List

Daily Activity

- Daily Activity related Master data
 - Central Call Bar Management
 - Employee wise call bar management
 - Sales Line Wise Call Budget
 - Territory Wise call budget
- Leave Approval system for Sales Rep
- Calendar for Official and Employee
- Sales Rep Doctor management through workflow
 - New Doctor Addition
 - Edit Doctor Information
 - Remove Existing Doctor
- Inventory Management for Promo & Sample
 - Track Central Promo Inventory
 - Track individuals Promo and Sample
 - Stock Adjustment for Promo and Sample
 - Inventory Report
 - Bin Card Report
- Sales Structure Wise doctor and doctor visiting locations
- Call
 - Call Plan
 - Call Report
 - Copy Previous month call plan
- Work Schedule for Sales Rep
 - Generate automatically using call plan
- Work Schedule for Team and Region
- Coaching
 - Manage Coaching Marking
 - Topic Create for Coaching with approval flow
 - Team Leader Coaching
- Scientific Activity Plan & Execute by Territory
- Reports
 - YTT
 - SF KPI
 - Budget vs Call Plan
 - Call Report by Doctor
 - Coaching Summary
 - Doctor wise Promo / Sample

Discount Work Flow

Work-flow application that approves discount, FOC (Free of Cost) for customers raised by FF (field force)

- Condition Work Flow management
- Condition create and approval
- Delegation of approval flow

Bill Approval Work Flow

- Monitor and tracking the various bills those are need to be checked, cleared and notified
- Bill Generate and approval process for internal vendor and external vendor

Sales Lite (Designed for Mobile Devices)

Sales Lite is mobile friendly, responsive and simplified reporting system for the sales force/ management. Features are followings:

- Sales vs. Target
- Order vs. Target
- Customer Coverage
- Daily Order vs Target
- Brand Wise Order vs Target
- Brand Wise Sales Vs Target
- Daily Sales Vs Target
- Total Sales Report
- SKU wise Sales Report

Additional Features & Security

- Login Log
- Report log: who access
- Roles and Privileges
- Master Data- Audit Trail
- Application Notification
- Email Notification

Technology & Business Solutions Limited (TBS) is a consulting firm providing IT solutions to Government Agencies, Private and Multinational Corporations and Overseas clients since 2005. TBS is a member of BASIS and ISO 9001:2008 certified.

PharmaCRM Sales & Support Team

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