

Increase your Sales and Customer satisfaction. Track Orders, Sales and Collections all through simple Web based applications.

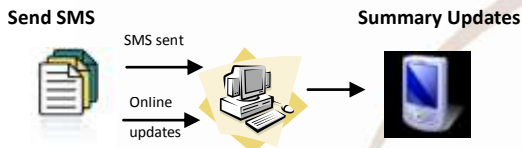
EazeSales

Despite being one of the most critical functions in a company the lack of usage of systems and processes result in issues in the functioning of Sales Departments. Some of the common problems faced by companies are:



- Lead and Prospect information kept with the Sales Executive is not available to others
- Customer are given commitments which are not kept
- High credit exposure against some customers
- Channels have poor visibility of product and price information and Company cannot track orders and sales at the Channel level

Get information on move



EazeSales allows Sales Executives and Agents to capture information from any location as long as they can access the internet or send a SMS. Alerts for critical tasks also come to them through emails or SMS alerts. Managers can get consolidated reports on SMS.

View Sales Pipeline & Performance Status



Get instantaneous accurate information on

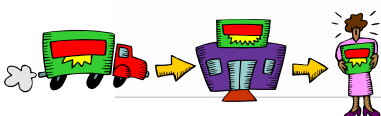
- What are the hot leads most likely to close this week, month, quarter
- What is the overall sales pipeline
- Performance against target of Sales teams and individuals
- What are the most common reasons for losing
- What are the sources which are giving most leads
- Which products and which regions are not performing upto mark
- Which competitor is active in which lead

Manage Price-Product-Locations-Targets



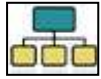
Responding to rapidly changing market is critical. At times products have to be launched or pulled out in short time. Prices have to be changed and territories reassigned. Geographical territories, Sales reporting hierarchy, Product category mapping has to be done and changed. Achieve all this and more with EazeSales.

Map your multi level Sales Channels



You can extend EazeSales to include your Channel partners like Stockists, Distributors and Dealers. You can assign territories to your Sales Executives and Agents. Based on the maturity of your Channel partner you can also decide if you want to give them web access or only SMS based access.

Designed to meet your business needs now and in future. Configurable to meet your changing requirements.



Contact and Channel Mapping

- B2B and B2C sales require different levels of prospect details to be captured.
- Prospects, Customers, Channel Partners all can be tracked as Contacts – this allows keeping records in one central place.
- Sales territory can be defined and assigned to Sales Team or Agents with differential Prices and Tax structure.



Lead Management

Features available are

- Centralized lead creation and assignment by Sales Support teams.
- Lead tracking across various stages with clear criteria for lead movement.
- Create Lead teams, Managers can view and modify lead information of leads belonging to their teams.



Credit Control and Collections

- Account Department can control credit limit at customer level.
- Collections can be updated by the Sales person and then validated by the Accounts team.



Sales Register and Invoicing

Sales Register

- Useful if the Company has counter sales or cash sales in the field.
- Integrates with sales target and also Collections module.

Invoicing

- Allows generation of invoice as per company formats.
- Payment terms, multiple billing and shipping addresses, linkage to Purchase orders can be managed.
- Credit notes can be used to adjust excess payments.



EazeConfig – Configuration Tool

All EazeWork applications have a built in configurator EazeConfig. Some examples of configuration flexibility in Sales are

- Access to various parts of the application like Contact database, Leads, Invoices can be controlled at a group level.
- Products, Prices, Sales Locations and Sales Executives mapping of these can be managed centrally.
- Lead Stages, Credit Limits, Discounts, Units of Measures can be configured as per requirements.
- Alerts – Critical activities will be monitored through system generated alerts. These alerts will come through email, SMS, and dashboard messages and allow you a direct access to pending tasks.
- Reports – Predefined reports are available which will meet most of your requirements.

Data Security and Infrastructure Reliability

EazeWork applications are hosted on ISO 27001 certified and SAS 70 Type II audited data center. This means that the data center is in compliance with US standards of controls policies and procedures and its processes are certified by a third party auditor. All data transfer with EazeWork applications is encrypted and no employee of EazeWork has access to your data directly. We also commit a 99.90% uptime which means a downtime of less than 8 hours and 45 minutes per annum.



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