

PERENSO FIELD SALES

Sell Better. Anything. Anytime. Anywhere.

ORDERING

- Configurable order screen to suit business requirements
- View customer's order history
- Submit suggested orders for core products
- Ability to order across multiple distributors and warehouses
- Access product content from within the order

DEALS & DISCOUNTS

- Deals are automatically calculated within the order screen
- Flexible deal engine that enables multiple types of discount offers
- Ability to easily negotiate outside default deals
- Flag important deals to bring to the reps' attention

ROUTE OPTIMIZATION

- Create a daily route that prioritizes sales calls based on client value
- View all customers on a single map and filter to refine results
- Optimize your route based on current traffic conditions

RETAIL EXECUTION

- Complete multiple in-store tasks in one screen
- See things when you need to with the store check workflow
- Overall store distribution visualization
- Core product distribution filters
- Capture photos and notes, consolidate and aggregate reports on competitors

DATA

- Bulk data export and import capabilities
- Bulk content upload and auto-matching capabilities

CALL MANAGEMENT

- Create multiple calls in the planner at one time
- Intuitive planner management interface
- Repeat bulk scheduled calls
- Define customer visit rules
- Display planned, due, or overdue accounts
- In-app coverage reporting
- Create regular multi-customer visits with trip zones
- Identify priority customer visits with trip zones and coverage functions
- Set call reminders
- Assign objectives to another person
- View call objectives from within a call, or all in one place

CONTENT

- All point-of-sale materials are in one place for easy access
- An intuitive user interface for content search
- Email content from within the app

REPORTS

- 50 standard reports with custom-filtered views
- In-app live data reports
- Control report visibility

INTEGRATIONS & APIS

- Simple integration with 3rd party analytics applications
- Import 3rd party data

KPIS

- View target goals vs progress at any time
- Set targets for a wide range of items
- Export and import target values