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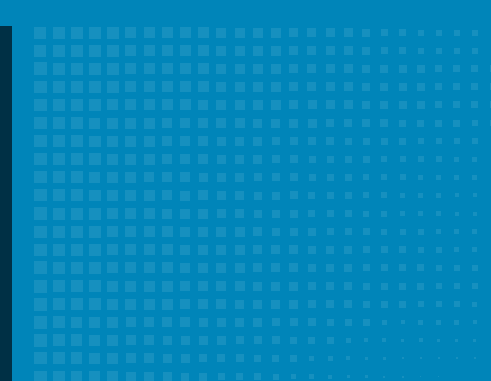


FIELDDEZ
Digitizing the Field Force



FIELDDEZ

Sales Brochure



Overview

Is your sales administration process getting in the way of sales? Forging a connection between your business and a prospect is the priority, but your field sales executive's time is also spent racing to keep track of changing customer needs and market conditions, logging and communicating data back to their colleagues in the office. Done haphazardly, the impact of these administrative processes can compromise the effectiveness of your sales teams. Often, there's too much time wasted on administering the sales process and not enough time executing.

Your field sales team's performance is only as good as each executive. They need access to product and customer information on the go, as well as the ability to update sales pipeline information in real time. What your organization requires is an efficient sales channel driven by real-time insights from the field to locate and realize sales opportunities.

FieldEZ reduces the administrative burden to put more of your team's focus back on executing sales.



About FieldEZ Sales

FieldEZ offers an on-demand mobile-field force management solution that empowers your field sales personnel to be more responsive and productive. With FieldEZ Sales, you can equip your field sales personnel with a single solution that enables them to efficiently handle every step of the lead management lifecycle for different products. FieldEZ Sales supports your field sales personnel by simplifying their daily tasks and providing them real-time access to key sales information on the go, which lets them focus on what they do best – close sales.

With FieldEZ Sales, sales executives can:

- Create, update and receive leads from various sources such as tele-marketing or websites while on-the-go
- Provide better visibility to the management on lead pursuit
- Reduce time taken to fill up daily activity reports
- Record attendance for work
- Plan travel time efficiently
- Attach relevant files / photos to leads
- Capture customer feedback and signatures instantly

With FieldEZ Sales, sales managers can:

- Optimally allocate leads to field agents, improving resource allocation using valuable field intelligence
- Define the workflow to be followed by sales agents and ensure structured processes
- Get instant visibility on open leads, lead conversion rates, average time to convert and other key metrics across geographies / customer segments

FieldEZ

Sales Features

Configurable Processes: This enables automation of your business processes ensuring seamless integration with field users and flawless execution of sales.

Attendance: Sales executives can record their attendance and location.

Travel Distance: For each user, the total distance travelled during the day is captured. Along with this, the distance travelled at regular intervals is also captured.

Scheduler: The graphical scheduler provides for easy scheduling of all open calls against the time slots your field executives have available. It also allows color-coding each process step for quicker identification of the current status of each call.

Reports: FieldEZ Sales provides custom reports based on your organizations' needs.

E-mail and SMS Notification: E-mail and SMS notifications can be sent automatically at predetermined points during your sales process. These notifications can even use the information that is being captured in the field.

Customer Management: Customer information can be edited when required, and customers get added directly into the customer database whenever a call is created. New calls can then be created using the information stored within the customer database ending redundant data entry.

Credit Card Payment Collection: Collect credit-card payments through a mobile card reader.

Feature List

- Lead Ticket Management
- Configurable Processes
- Configurable Forms
- Scheduling and Dispatch
- Calendar Management
- Email/SMS Broadcasts
- Reporting & Analytics
- Bio-metric Scanning
- Connect to CRM
- Alerts & Notifications
- Location Tracking
- Attendance Management
- Bulk Lead Management
- Role-based Access Control
- Rich User Management Capabilities
- Product/Spare Catalog
- Partner Management
- Bluetooth Printing
- Credit Card Payment Collection
- Workforce Territory Management

Benefits

Improve efficiency and productivity



Sales executives in the field can easily communicate with their departments and managers while on the move. This ensures quick responses, eliminates the unnecessary office commute and the filling up of daily reports, making the best use of time.

Increase customer satisfaction



Sales executives are better equipped to locate the customer or prospect, provide them with relevant product information and decide on the next course of action while they are on the first visit. Sales managers can also assign a lead to a sales executive depending on the locality they operate in, and the required product familiarity. This efficiency translates into a more fulfilling experience for the prospect or customer.

Reduce cost and improve revenue



FieldEZ has helped customers realize significant business benefits. Our solution has helped a leading private sector bank improve their lead management, increasing lead conversion rates from 8 percent to over 30 percent.

Gather real-time information from the field



Sales executives can now access critical information in real-time, log daily activities, manage leads, close sales and report attendance through their mobiles. Sales managers can also leverage this access to real-time data by keeping track of their field personnel locations by the minute.

Raise employee morale



Sales executives who have access to the right data are empowered to make the right decisions on the spot without slowing down the sales process. Members of the sales team can also be assigned cases based on their preferred area of expertise, thereby maximizing use of their domain knowledge. This helps them close cases more quickly and efficiently.

The FieldEZ Advantage



First mobile field force management solution to work in an **online** (2G or 3G) or **offline** mode eliminating the dependency on a live data connection



It is **highly configurable**, so you can model the sales process to suit your organization's processes that require specific workflows, forms and data



We have configured our field force management solution for **over seven industries** including:

- In Home Care Services
- Oil & Gas
- Field & Home Services
- Field Sales
- After Sales Services



Our solution's **intuitive design** makes it easy to use, which means that your workforce requires no training to use it

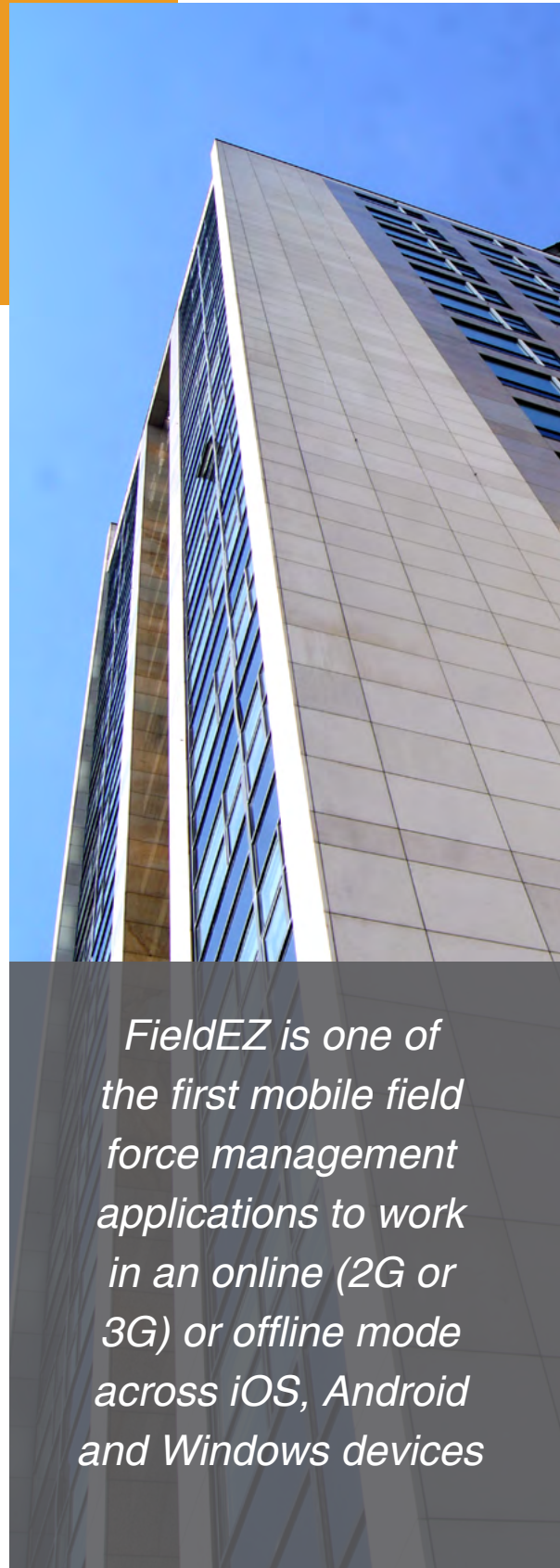


Our solution is **platform independent** as it works across iOS, Android, and Windows devices



As a partner, you are assured of **rapid implementation** and quick time-to-market

FieldEZ is one of the first mobile field force management applications to work in an online (2G or 3G) or offline mode across iOS, Android and Windows devices





FIELD EZ

Digitizing the Field Force

About FieldEZ

FieldEZ offers on demand mobile field force management solutions that can help you monitor field executive performance, track valuable customer information and respond quickly to changing customer requirements. Our cloud based mobile workforce management solution helps you leverage real time information from the field to get the best insights into your business operations and customer satisfaction. We work with organizations across industries including banks, hardware and white goods servicing, and in-home care services to deliver highly customizable solutions to streamline field force processes and deliver high quality experiences to their end-customers.

To know more:

Visit www.fieldez.com, call a sales representative on +1 6103923240 (USA) or write to us at sales@fieldez.com

