

# Maximum efficiency and controlled management in field sales operations!



**LOGO** **MOBILE SALES**

# A solution that provides efficiency for your business and speeds up your team!

Use the Logo technology to ensure effective control of the field sales teams, get the highest efficiency in the field operations and increase customer satisfaction. Save time and costs by managing all your field sales operations through a mobile environment with the Field Sales Management solution of Logo Mobile Sales.

**logo** **MOBILE SALES**

# Improve the field sales efficiency of your business

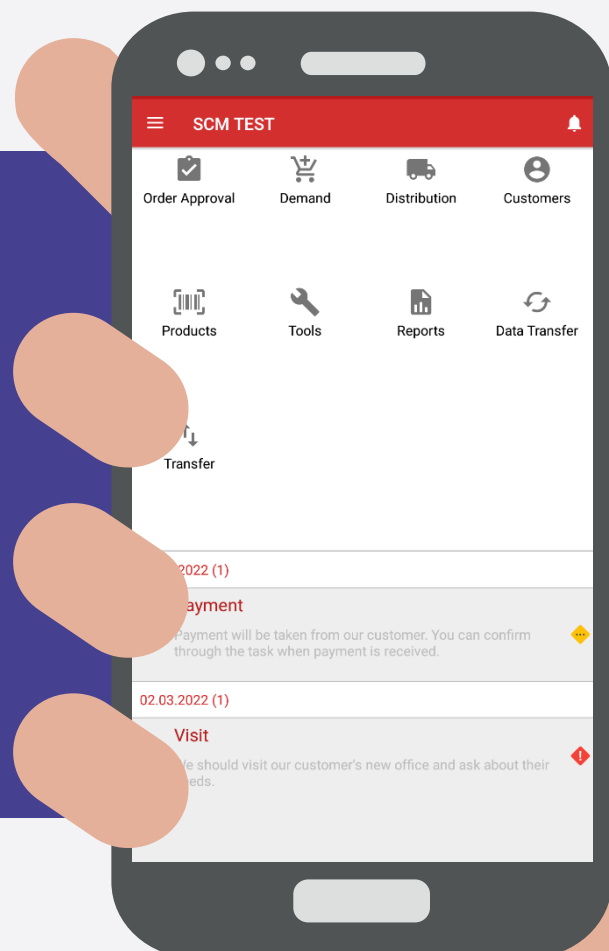
The ability of the businesses performing field sales activities to centrally manage the hot and cold sales processes and increase the efficiency of the field teams plays an important role in achieving sales targets. Developed with innovative mobile technologies, Logo Mobile Sales ensures full, efficient and fast completion of every step in the sales processes and field operations. With its customer satisfaction-oriented infrastructure and interface, Logo Mobile Sales is your most important assistant in increasing the competitiveness of your business.

For businesses which carry out their sales operations through field sales teams, the effective and efficient operation of these teams directly affect the profitability of the company. Developed for this purpose, Logo Mobile Sales Field Sales Management solution enables companies to manage customer demands and sales operations in the best way possible.

Thanks to the customized reporting capability of the solution, reports created can be shared with the customers and sales teams can be guided to make the correct sales decisions. Also providing coordination between the warehouse and the sales teams, the solution allows for healthier processes carried out based on the real-time stock information. At the time of sale, invoices can be printed from anywhere, at any time via printers with a Bluetooth connection.

The costs of the field sales operations are also reduced thanks to advantages such as the ability to plan the routes of the sales teams at the center, and the ability to effectively track vehicles.

In short, Logo Mobile Sales improves sales efficiency and makes it possible to meet customer demands in the best possible way!



# What are the benefits of Logo Mobile Sales for your business?

- | Effective management of field operations and teams
- | Time savings by optimized communication between the sales team and the headquarters
- | Sales team allocating more time to access more customers
- | Increased customer satisfaction
- | Creating reports of products, competitors, stocks, price information in the field
- | Viewing customized reports on the mobile app
- | Providing central control by real-time tracking of field sales teams with a satellite location
- | Time and cost savings due to route optimization

# You have full control in the field

Logo Mobile Sales, fully integrated with Logo ERP solutions, improves the service quality offered to customers by ensuring that field sales processes are based on accurate data. The solution allows the management of hot and cold sales processes via mobile devices such as phones, tablets, and mobile handheld terminals, and makes it possible to rapidly respond to customers' instant requests. This increases the customer satisfaction and adds value to your business. In addition, by centrally recording and supervising many different types of data from the route information of field teams to customer visit durations, it decreases costs, increases profitability, and improves the performance of sales teams.

*Save time and cost by managing all field operations in a mobile environment!*



## Contribution to sales targets

Logo Mobile Sales is the greatest contributor to sales teams in responding quickly with the most appropriate content to increasing customer demands. Improving efficiency and expediting sales processes thanks to mobile usage, Logo Mobile Sales plays an important role in achieving sales targets.



## Cabin and cabinet sales

In the sales performed by giving a cabin, cabinet or booth to customers, sales made through these items can be tracked with barcodes. In this way, sales and tracking processes speed up and with the customized reports, the reports requested by both the enterprise and the customer can be created easily.





## Customized reports

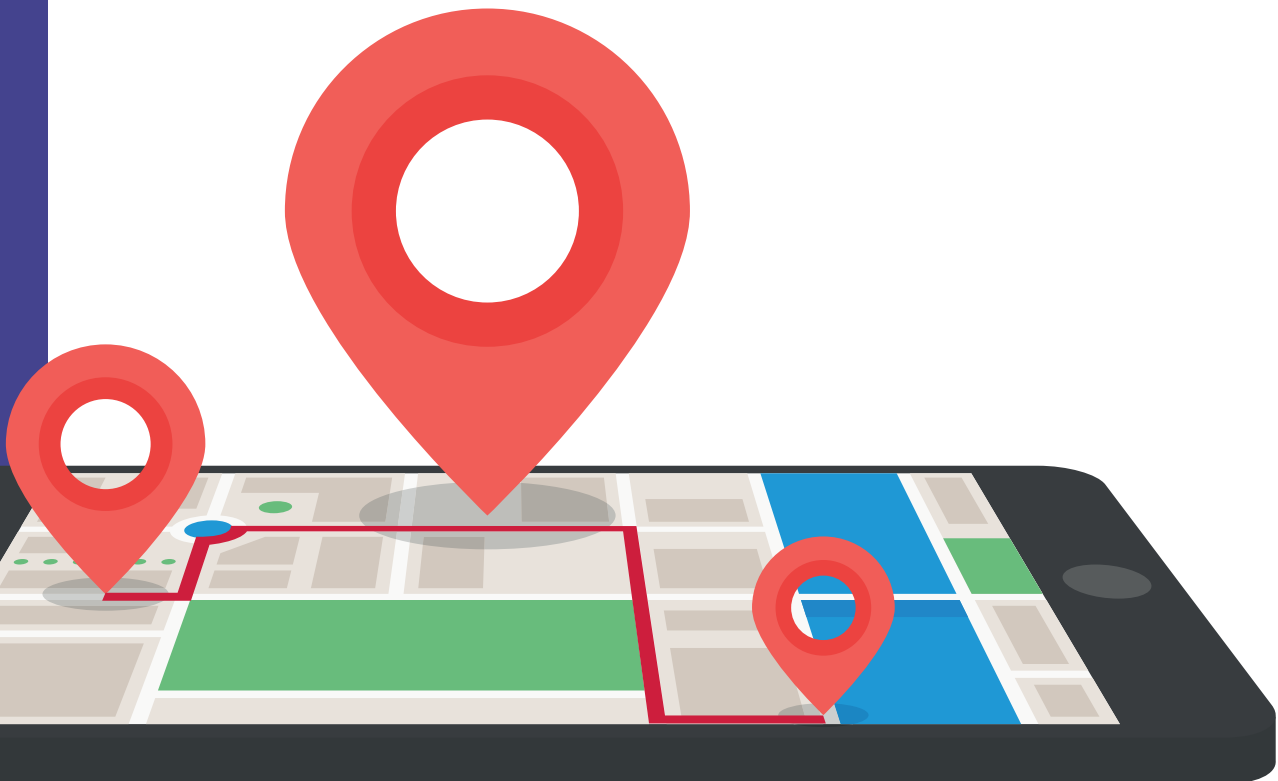
The Report Design tool of Logo Mobile Sales allows you to prepare customized reports based on the company's requirements with the support of graphs, forms and tables. These reports can be viewed instantly and presented to the customer during the meeting. In addition, the availability of the company's own products, as well as those of the competitors, and the amount and price information of products on shelves/in stock can be retrieved and reported via Logo Mobile Sales.



## Recording location information via GPS

Thanks to the GPS feature of Logo Mobile Sales, location information of the field teams can be viewed in real time. This allows the coordinates of the processed customer, durations of the meetings, and durations of the pausing times to be measured exactly and tracked on Google Maps. This helps to save costs such as fuel costs, and increases the efficiency of the sales teams.

*Effective management and higher business efficiency by tracking sales teams in real-time!*



# Your sales team is stronger with Logo Mobile Sales

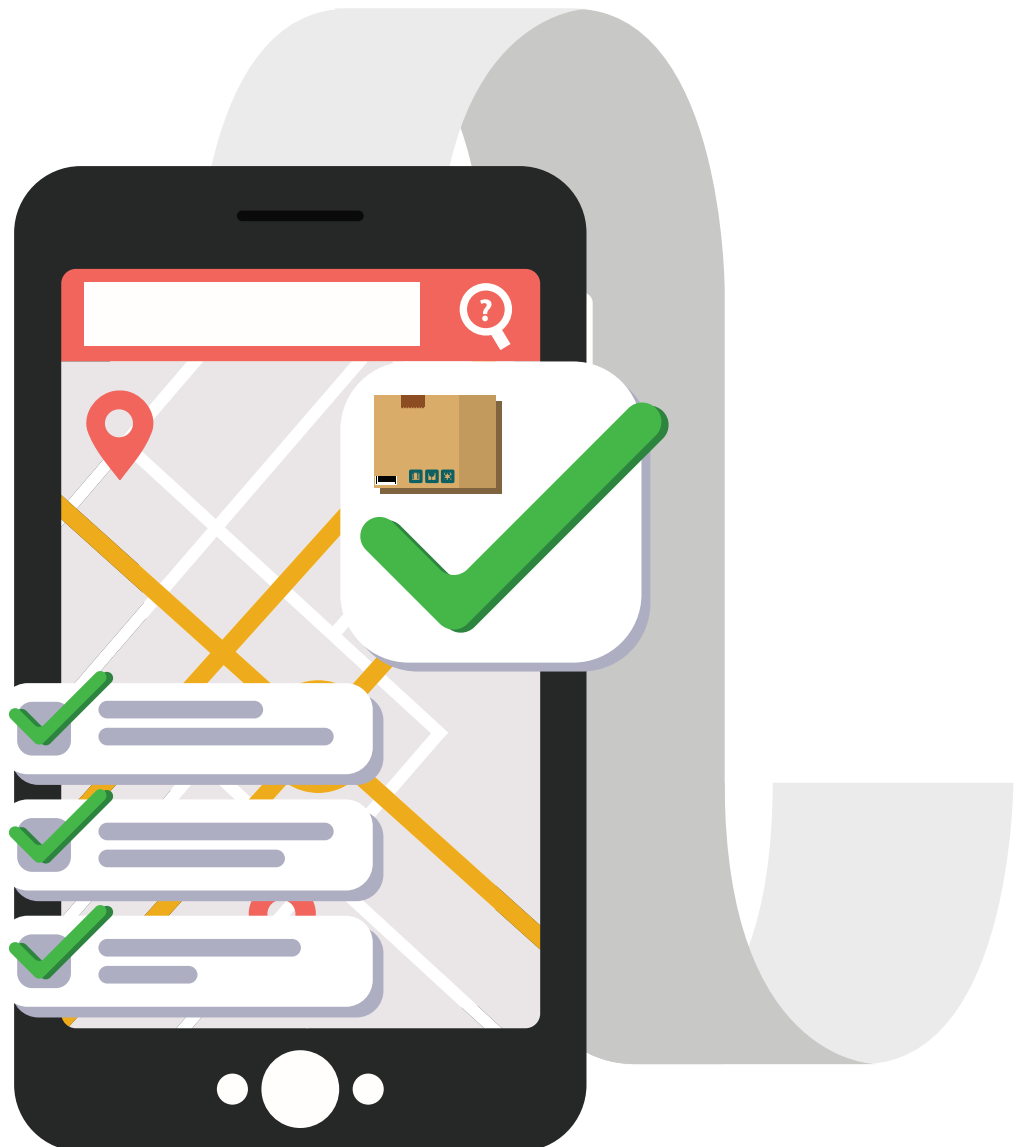
In addition to increasing customer satisfaction and creating time and cost savings for your business, Logo Mobile Sales offers many advantages to your sales teams in the field.

With Logo Mobile Sales, that can be used on mobile devices of different brands and models, field employees can manage orders, invoices and collection transactions during the customer meetings. In this way, meetings can quickly be transformed into sales. With the integrated and fast structure of the system, there is no need to submit the order form to headquarters for entering on the system. When the sales representative enters the order into the system, all operations can be performed instantly and invoices can be created.



## Fast and easy-to-use interface

The user-friendly interface of the Logo Mobile Sales solution enables field and sales teams to quickly become familiar with the solution and easily implement all of its functions. Thanks to the screens in this interface, the sales employees can quickly and easily enter orders, issue invoices and perform collection transactions during a meeting with the customer.





## Custom invoice designs

With the Invoice Design tool of Logo Mobile sales, invoice, dispatch, collection operations and even ready-to-print document designs for the orders can be customized according to business-specific criteria. Narrow or large invoices can be printed with Logo Mobile Sales which connects with printer sets that are produced specifically for vehicles, via Bluetooth. Invoices, orders, and collection receipts can be easily printed with double printer support. In this way, there is no need to do anything else for the delivery of the invoice.

*Adapt your processes to your needs with the flexible infrastructure!*



## Scanning product barcodes and voice commands

Logo Mobile Sales can be downloaded not only to handheld terminals, but also to Android mobile phones and tablets. This allows barcodes to be scanned via any device using the camera of mobile devices. Customer or material searches can be easily performed with the voice command feature, and the corresponding notes can be taken in the device.





# Which processes can you manage with Logo Mobile Sales?

## Sales processes

- Cold sales (order)
- Hot sales (invoice)
- Cabin and cabinet sales
- Collection (cash, check, promissory note, credit card)
- Order/invoice form
- Direct change processes
- Return invoices receiving/issuing
- Seller portfolio transactions (seller-current account connection)
- Route by seller
- Controlling the current account risk limits
- Mixed parcel support
- Variant use/Flexible structuring
- Monitoring real-time stock status
- Applying sales conditions to the account statement
- Creating campaigns
- Promotional product support

## Field processes

- Printer design tool and invoice printing
- GPS - Satellite based tracking on map
- Penetration module (Shelf and sales information of the business/competitor products)
- Marketing messages
- New customer records
- Visit information records
- Assigning tasks and monitoring the results
- Customer/material selection using barcode
- Operating in foreign currency
- Showing the additional features and images of a product
- Sales and customer reports
- Scanning product barcodes with the camera
- Customer and material search by voice
- Comparing location information record with current account location

# Our integrated solutions with Logo Mobile Sales



**Enterprise resource planning (ERP):** Enterprise resource planning (ERP) solutions allow businesses to manage all their data and business processes end to end from a single center which leads to increase operational efficiency significantly. Logo ERP Solutions consists of an extensive portfolio, which provides traceability, effective control, and data reliability in all operations from accounting and finance management to foreign trade, procurement processes and production. By this way, In all businesses processes are automated in every business and time and cost savings are achieved with a reduced workload. Logo ERP Solutions provide businesses of all sizes with more efficient business processes, greater savings, with higher levels of performance, profit and competitive advantage.

For further information about  
Logo Mobile Sales



# The most valuable IT brand of Turkey



Ecosystem of 5000+ people	800+ Business partners	150.000+ Active customers	1.300+ Employees
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Logo is coding the future together with its customers, business partners, employees, investors, and all stakeholders as a company contributing to the sustainable success of its customers. Logo creates value with its customers with passion and agility.

Turkey's largest public software company and the largest local enterprise software company, Logo continues its activities as one of the leading companies in the industry since its foundation in 1984. Logo offers application software solutions to enterprises ranging in size from micro to large corporations. The company, by increasing innovation and creativity in its products and services, lays the foundation for sustainable success by accompanying many companies from 44 countries on their journey of growth, with more than 1,300 employees in 4 different countries at 7 different locations and 800 business partners. Logo is a software company competing at the global level with investments in Romania and India. With Logo Total Soft, the subsidiary in Romania, the company aims to expand its footprint in the domestic market in Romania and in the European market. With its investment in India, Logo carries out product development, promotion, and marketing activities in the Indian market.

In addition to Enterprise Resource Planning, Logo's offering comprises many complementary solutions such as Customer Relationship Management, Human Resources Management, Workflow Management, Warehouse Management Systems, Business Analytics Solutions, Retail Solutions, and e-Government

solutions. It also provides digital transformation consultancy and special project management services. As the leader of the ERP systems in terms of number of customers for many years, Logo boasts a large and robust ecosystem that extends from business partners to Logo users, and from academics to students and industry professionals. Logo pursues its vision to code Turkey's future together thanks to the power it derives from this ecosystem. Logo believes in the dreams of its customers, shares the same goals, and works diligently towards achieving them.

Since its establishment, Logo has become the innovative leader of the industry thanks to its innovative products, services and business processes, and the added value it creates in digital transformation. Logo has invested in different businesses and technologies and has witnessed many breakthroughs and revenue growth in recent years due to organic and inorganic growth. The company has always adopted a fair and transparent management approach and currently has a free- float rate of 66%. Also, Logo is the first IT company to go public in Turkey and the IPO was in 2000.

After a series of strategic investments aiming at transferring the know-how and experience gained in the Turkish market to abroad, it continues the path towards becoming a regional player as one of the industry's leading companies. Logo has been pursuing its firm growth with 38% revenue CAGR (compound annual growth rate) in the last 10 years.



## Logo solutions:



Offers high performance



Offer an affordable total cost of ownership



Provides an open platform



Quickly installed



Upgradeable functions in line sector-specific needs



Creates a synergy with common solutions and platforms

Find the closest business partner...



**LOGO**

