



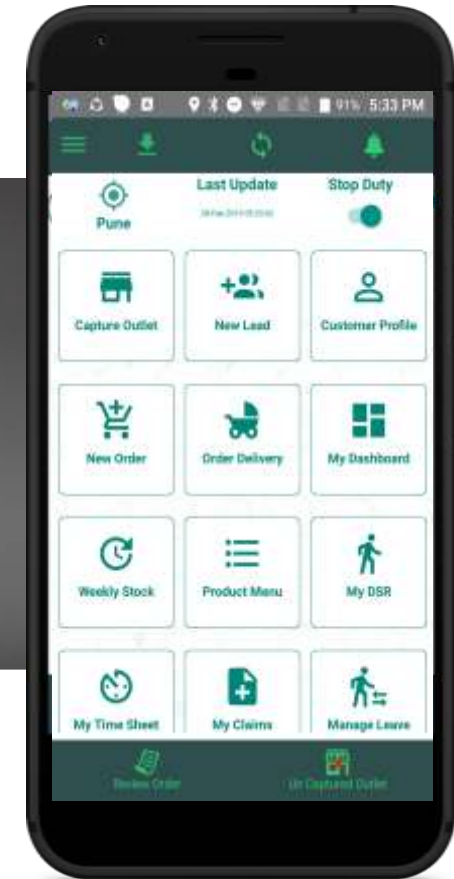
*Skyygge*

Making Business Predictable

Field Force Automation

Skygge is a powerful mobile/web based workflow automation solution

Empowering organisations to bring  
Efficiency and Accountability by automating all the  
Regulatory and Compliance processes



# CHALLENGES FACED ACROSS THE INDUSTRIES



## TEAM MANAGEMENT

- Geographically dispersed teams
- Internal processes and data in silos within organizations leading to inefficient performance of the team
- Lackluster services by the field force despite the claims of efficiency



## INTERNET TECHNOLOGY

- Unstructured/Manual processes
- Limited adoption at the field level
- Scarcity of real time data
- Manual/legacy systems incapable of integrating with one another



## EFFICIENCY & QUALITY

- Loss of business due to inefficient means of abiding to legal and compliance guidelines
- Complexity in generating relevant reports to make business decisions faster



## GOVERNANCE & ETHICS

- Inability to govern and ensure ethical behaviour from the field teams
- Misuse of office resources and time
- Inability to track system abuses by internal or 3rd party work force.



## CUSTOMER ORIENTATION

- One size fits all approach with minimal understanding of the customers and their requirement
- Inconsistent customer experience

# SKYGGE ADVANTAGE



## TEAM MANAGEMENT

- Engage with geographically dispersed teams and monitor performance
- Sync multiple applications and create unified flow of information and processes



## INTERNET TECHNOLOGY

- A cloud based GPS enabled platform
- Quick and easy deployment across Mobiles, Tablets and PCs
- Real time data with critical business intelligence



## EFFICIENCY & QUALITY

- Enhance efficiency of the sales teams – optimize beat plans; tracking; timely alerts and fulfillment
- Tools that can be leveraged to cross-sell and up-sell



## GOVERNANCE & ETHICS

- Governed framework creating an ethical culture and brand positioning
- Drive full compliance with geo-tagging
- Curb data leakage



## CUSTOMER ORIENTATION

- Digital customer profile enabling tailored sales approach
- Integration with operations resulting in quick response to customer

**INCREASED ROI**



# APPLICATION KEY FEATURES

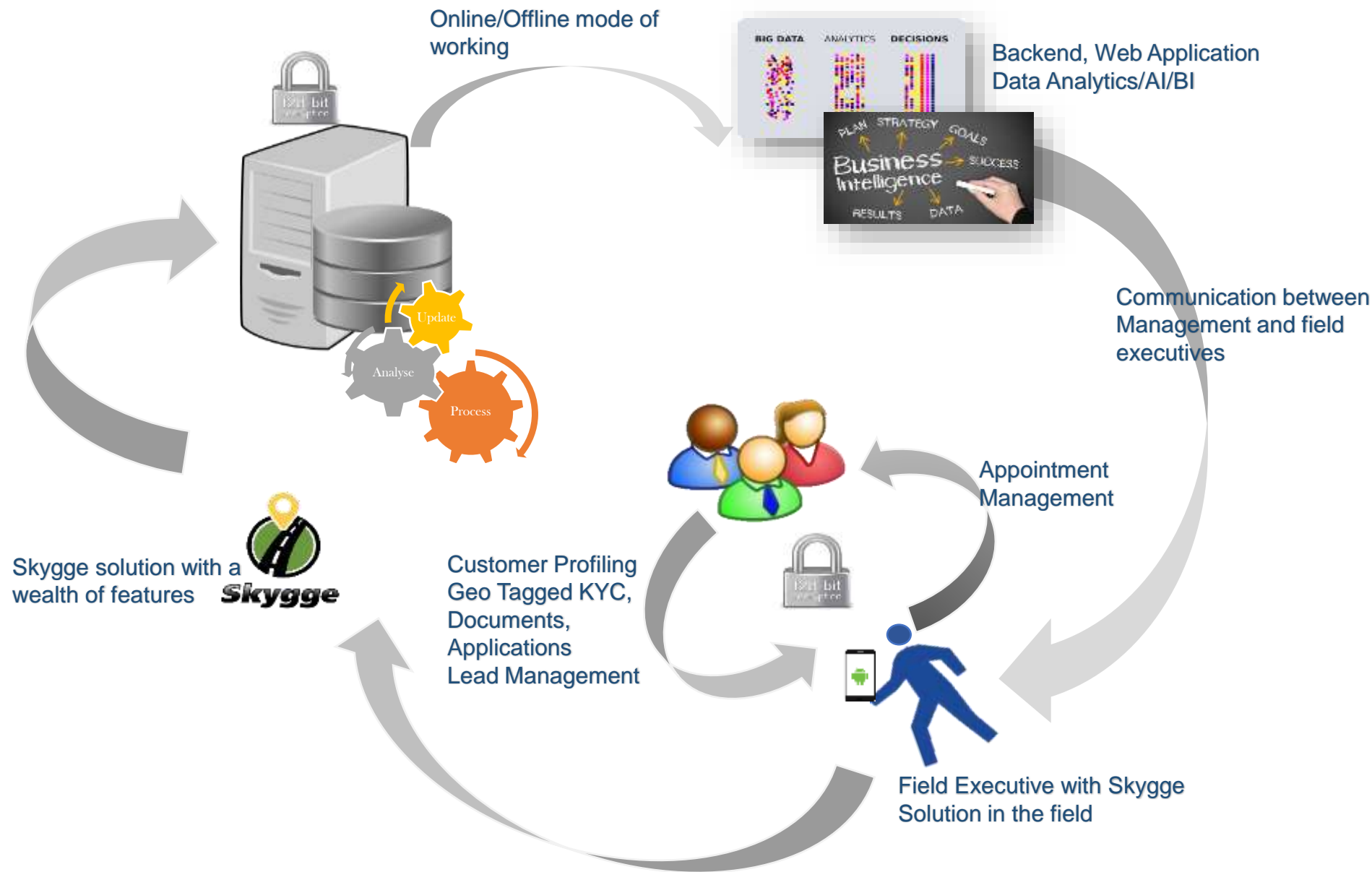
- 📍 Role Based Hierarchy and access (Sales Executives, RSM, ASM etc. )
- 📍 Customer/Outlets Management & Profiling
- 📍 Appointment Management
- 📍 Order Delivery Module with Digital Signatures
- 📍 VAN Sales Module
- 📍 Beat Plan
- 📍 Daily Attendance and Automated DSR report
- 📍 Planned versus Actual Visit Dashboard
- 📍 SMS, WhatsApp, Email Notifications
- 📍 Claims Uploading and Travel Allowances
- 📍 Distributor/Super Stockist Management
  - 📍 Inventory Tracking
  - 📍 Performance View
- 📍 Product wise Inventory View
- 📍 New-leads management and Analysis
- 📍 Competitor Mapping
- 📍 House Keeping and Master modules
- 📍 Seamless integration with CRMs, ERPs or 3rd party platforms

- 🦜 Dashboard with Today, Weekly, Monthly, Quarterly, 6 Months, Yearly comparative analysis by –
  - 🦜 Hubs and Team Members
  - 🦜 Distributors
  - 🦜 Products and Product categories
  - 🦜 Active Customers and New leads
  - 🦜 Orders Booked
- 🦜 Product wise pending order dashboard
- 🦜 Order History
- 🦜 Product sale History

# REPORTS

- 📍 Attendance Reports and MIS
- 📍 GPS Tracking Data History
- 📍 Day wise Visits and call logs Report
- 📍 Daily Sales Reports
- 📍 Product Wise Sales MIS Report
- 📍 New Client Creation Report
- 📍 Employee contribution Report
- 📍 Graphs & BI add-ons in reports
- 📍 Order Booked versus Delivery Deviation Analysis
- 📍 Sales Trends and Analysis
- 📍 Sales Representative Performance Analysis
- 📍 Sales Representative Halts Analysis
- 📍 Hub/Team Wise Performance Analysis
- 📍 Product Wise Ordered/Delivered Trends
- 📍 City View of Sales Representatives (Map)
- 📍 Customer/Outlet History and Profiles
- 📍 Claim Approvals and Reporting
- 📍 Device Level activity monitoring
- 📍 Fake GPS detection and Alerts
- 📍 Area wise orders Heatmaps
- 📍 Auto report Mailer facility (On Demand)
- 📍 Access to Real-time Attendance report
- 📍 Access to daily DSR report of team

# HOW SKYGGE WORKS





# OUR CLIENTS



# THANK YOU



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