

Hospira China



Hospira China - Hospira is a global specialty pharmaceutical and medication delivery company.

Customer Adoption	Results
•The ETMS Territory Module is helping the administrator to manage their Territory and assign Targets to the Territory Managers. •The ETMS Activity Management Module is helping the Sales Reps to manage their Daily Plan and Daily Report. And the KPI analysis module is helping the administrator for KPI assessments. •The ETMS Target Contact Module to manage their Target Contacts and track the loyalty change. • The ETMS Sales Target & Sales Data Management Module are helping the administrator to manage the Sales Data based on the Territory Hierarchy.	• The Territory Managers are handling their Accounts and Target Contacts within their Territory and does not affect other Territory Managers. • The sales reps are planning and reporting their daily activity effectively. And the system administrators are tracking the GPS location recorded in the reports and analyze the performance of the sales reps. • The administrators are tracking the historical classification of their Target Contacts for each Brand. And they are able to track the trends of their Target Contacts effectively. •The administrators are analyzing the Sales Target vs. Sales Data by Territory and by Sales Rep.