

# Salesforce CRM

## Sales & Distribution Management Solution Accelerator

If you are a business engaged in sales and distribution of products and interested in a CRM / DMS solution for a...

Solution specific to Sales & distribution  
Routes, Visit Planning and Execution  
Short timeframe to Go-Live  
Quick User Adoption  
Visibility to the distribution channel  
Faster Realization of benefits  
Speed to Market

You should consider Process360's Sales & Distribution Management Solution Accelerator



### Solution Details

Customers / Accounts Profile & Classification  
Maintain Distributor / Dealer details  
Routes and Visit Planning & Execution  
Sales Rep Visit tracking & Expense claims  
Orders, Invoices, Payments, Credit Notes  
Inventory – Deliveries, Returns, Stock Audits  
Financial Ledger / Account Receivables  
Stock Ledger  
Warranty Claims  
Extend to Distributors / Dealers via DMS Portal  
Track Service Requests from customers  
Lead/Opportunity Management for Direct Customers

### Features / Benefits

Built on Salesforce Sales Cloud CRM solution  
Pre-built solution for Sales & Distribution  
Integrated with Google Maps for location data and routes mapping  
Customizable to customer business  
Dashboard reports for insights & decisions  
  
Short implementation time-frame  
Faster ROI on License utilization  
No upfront infrastructure investment  
  
Extend solution with new modules / features

*The Sales and Distribution Management solution (DMS) accelerator is designed for businesses engaged in sales and distribution of products using either their own direct distribution operations or indirectly through channel partners like distributors / dealers to their retail networks / customers.*

*The solution provides visits and defining routes, visits execution & tracking, outlet coverage, recording orders, delivering goods, issuing invoices & collecting payments, performing stock checks, manage van stock, reporting on accounts receivables and stock ledger.*

*The solution incorporates contemporary route mapping features with integration to Google Maps features that we are all familiar with and continue to rely on in our daily travel planning activities.*

If you would like to understand further details and discuss the Sales & Distribution Management Accelerator, Please contact [Will Sturt](#) or visit this [Visit Planning Solution Link](#)