inditone

Sales & Distribution — SFA & DMS

Order-to-cash with field force and distributors on the same platform.

Order→Cash
single flow

SFA
field team app

DMS
distributor portal

Schemes
auto-applied

Price lists, schemes, sales orders, dispatch and collections in one flow — extended with sales force automation for field teams and a distributor management system for your channel.

Order to cash

- Customer price lists and discounts
- Schemes and trade promotions
- Sales orders, dispatch and invoicing
- Collections and outstanding follow-up

Sales force automation

- Beat plans and visit check-ins
- Order booking from the field
- Attendance and day reports
- Targets vs achievement

Distributor management

- Distributor ordering and stock
- Secondary sales visibility
- Claims and scheme settlement
- Distributor ledger and statements

Insight

- Region, product and party-wise sales
- Dispatch pending reports
- Collection efficiency
- Margin analysis

How it flows

STEP 1
Quote / Order
From office, field app or distributor

STEP 2
Price & scheme
Applied automatically

STEP 3
Dispatch
Invoice, e-way bill

STEP 4
Collect
Receipts against invoices

STEP 5
Analyse
Primary & secondary sales

CA + Tech — Tuning Indian Industries
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