



mSalesX
MobileSales Execution

SAP® Certified
Mobile App

Maximize sales effectiveness in the field

SAP Mobile CRM sales execution - mSales solution from Innovapptive empowers your field sales reps with the necessary information and tools to increase efficiency of field sales execution. This native mobile application enhances productivity of the sales rep by providing critical insights into retail execution and increases revenue of your retail store visits. By providing anywhere, anytime access to relevant information and functions from mobile devices, your enterprise can ensure that the field sales reps are executing your brand and product strategies, tactics and objectives in a consistent and reliable way.

Boost return on brand and promotion investments

Your road warrior sales reps need access to SAP CRM to have up to date information on in-store placement and pricing that reflects the latest promotions and agreements. Field sales reps struggle with manual paper based processes to record notes and information about their in-store visits for merchandisers and promotion planners to have a complete insight to introduce and promote products that consumers want. To ensure superior merchandising and retail relationships, you need to be on top of the latest promotions, product placement agreements and store sales.

Create a competitive sales force that beats all sales targets

mSales allows managers to share sales quotas and individual sales target performances as a relative comparison to your territory sales reps targets. This provides field sales reps with insights into their individual performance, which thereby creates a healthy competitive motivation factor to consistently meet your sales targets and goals.



“Empower field sales store visits to ensure on-shelf availability, efficient channel inventory and effective promotions. With access to critical data in the SAP® Customer Relationship Management (SAP CRM) and SAP ERP applications, sales teams can perform key activities right in the store.”

Go Mobile in less than 4 weeks

Jump start your mobile journey in less than 4 weeks. Innovapptive offers a SAP certified Rapid Deployment Solution (RDS) for mSales mobile app.

Our Unique Value Proposition

Our Mobile Portfolio, innovative Rapid App Configurator Engine (RACE) powered by the SAP HANA Cloud Platform with embedded licenses allow our customers to accelerate and execute their SAP enterprise mobile strategy, while benefiting from a compelling ROI.

“Sales reps can perform key activities such as sales order creation, invoice creation and submitting competition information, right in the store”

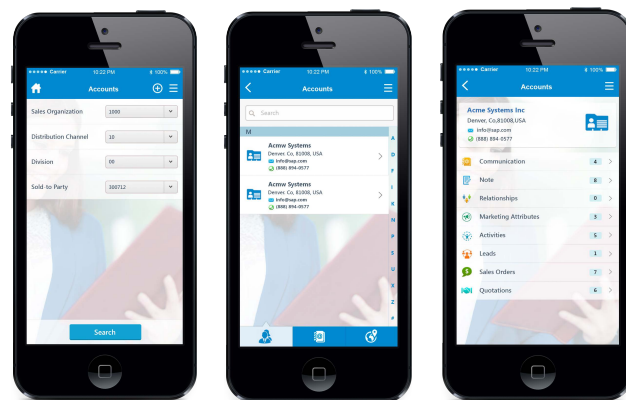
Key Features and Value Drivers

- ✓ **Time Entry:** Punch in and punch out.
- ✓ **Leave Requests:** Apply for leave.
- ✓ **Customer Overview :** Contact information, phone, email and address.
- ✓ **“Near Me” feature:** View customers near you and optimize store visits.
- ✓ **Sales Order History:** Deliveries, invoices and payment statuses.
- ✓ **Sales History:** Display customer sales history and targets.
- ✓ **Product Information:** View product availability, base category, sales category and base unit of measure.
- ✓ **Credit Risks:** View pending invoices and credit risks.
- ✓ **Sales History:** Display customer sales history and targets.
- ✓ **New Customer Accounts:** Request new customer account, size and revenue opportunity.
- ✓ **“Compare Me” Feature:** Review individual sales performance relative to territory sales reps.
- ✓ **Submit Sales Orders:** Copy, change and create new sales orders from previous sales orders.
- ✓ **Manage Returns:** Create and manage returns during store visits.
- ✓ **Submit Competition Information:** Submit competition facts such as balance stock, pricing and store shelf optimizations .
- ✓ **Submit Surveys and Feedback:** Conduct surveys and submit feedback for promotion compliance and planogram checks.

“Innovapptive mSales solution provides ready access to merchandising related data, and allows sales reps to submit non-compliance of product placement agreements”

Value Drivers

- ✓ **Empower Field Sales Force:** Maximize store visits with mobile access to SAP CRM and SAP ERP that provides sales reps with up to date information.
- ✓ **Maximize Value Of Store Visits:** Make notes, create real-time sales orders, and invoices that can be emailed to customer with a few clicks.
- ✓ **Measure Competition With Real-Time Field Information:** Monitor and submit competition pricing, stock levels and submit shelf location pictures.



Awards & Recognition



Innovapptive featured among 135 leading enterprise mobile companies within the “Global Strategic Business Report Enterprise Mobility” published



INNOVAPPTIVE
innovate. transform. empower.

Innovapptive is among the fastest-growing enterprise mobile and user experience (UX) solution companies and is an industry leader among rapid mobile application development (RMAD) solution providers. Innovapptive's Rapid App Configurator Engine (RACE) technology redefines traditional approaches to digitize the enterprise and is empowering organizations to rapidly deliver ready-to-run mobile apps across the enterprise. Innovapptive's portfolio of 100+ mobile solutions that run across a wide array of devices and systems is creating a connected enterprise across employees, customers, and suppliers. Innovapptive was named a 2016 SAP Pinnacle Award winner and has won these recognition three years in a row.

For more information, please visit www.innovapptive.com. Connect with Innovapptive on Twitter, Facebook, and LinkedIn.

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