

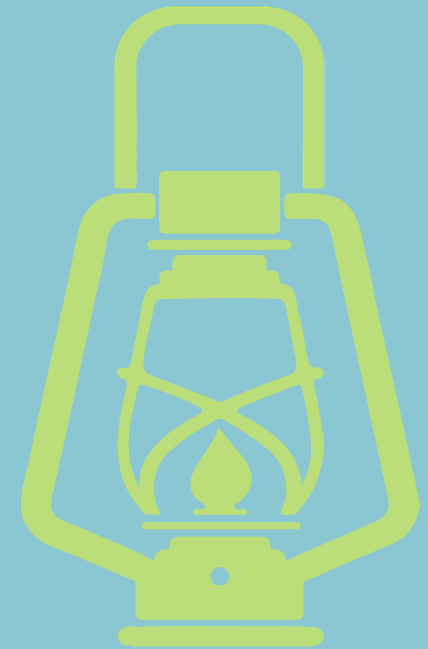
Sales Force Automation

A Presentation By

Bito Technologies

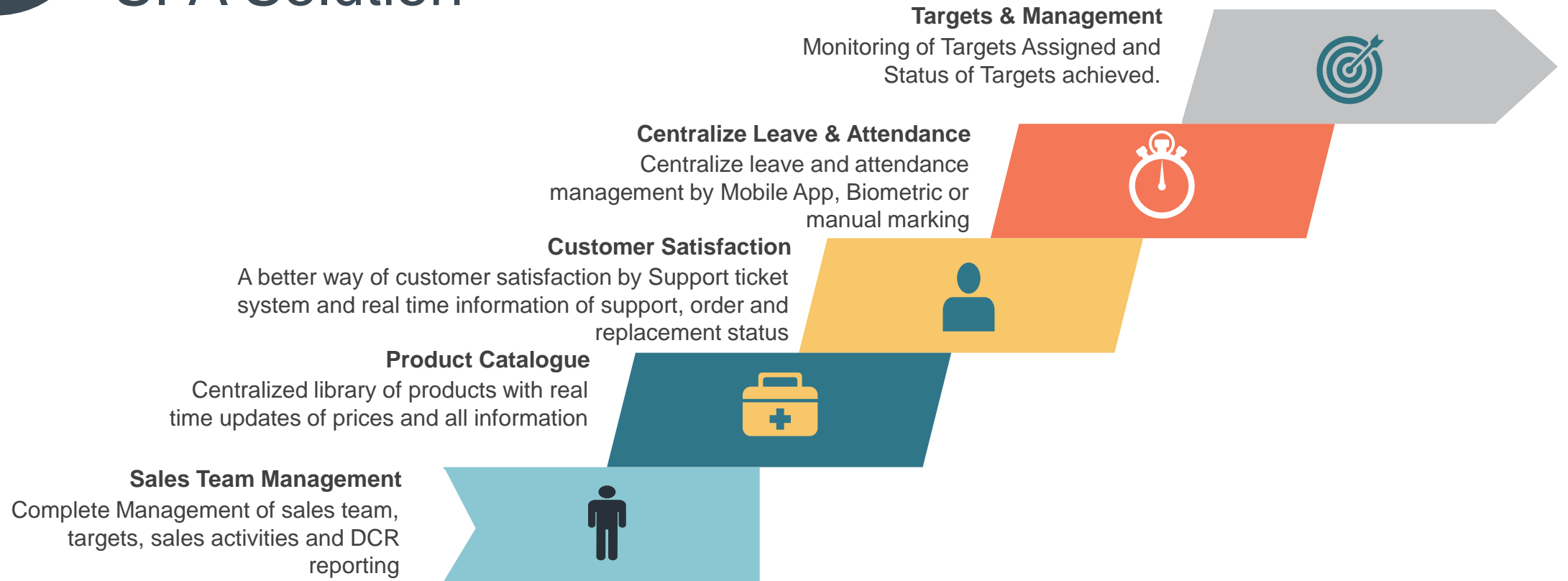


Bito SFA V5.1.1
Red Panda



5

Best Reasons to Have a SFA Solution



Company Calendar



25	January 2023
Day Type : Working Office Timings : 9:30 AM to 6:30 PM	
Company Annual Meeting Venue: Delhi Office Time: 8:30 AM	
New Joinee Induction Venue: Lucknow Office Time: 11:30 AM	

11:30 AM
New Joinee Induction Program

Venue
Ganga Auditorium
Delhi office

No of Participants
15

25% More Work Efficiency by increasing the time management of employees.

A centralized calendar to track all company activities and holidays

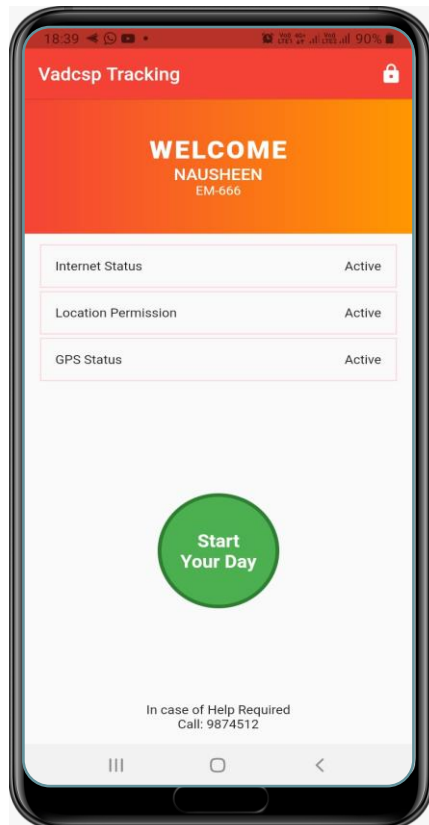
- ✓ Company zone wise & region wise holidays and activities
- ✓ Activities on office level
- ✓ Company Meetings
- ✓ Customer Appointments
- ✓ Sales & activity reminders.

Centralize Attendance

100%

Real Time Attendance With GPS Locations

Centralized Attendance Management system



Mobile App
(With GPS Location)



Biometric From Office



Upload From Excel & Manual Marking

- ✓ Employees can mark attendance by Mobile App, Office biometric, Upload Excel & Manual Marking.
- ✓ Leave Application and Approval System
- ✓ Leave Status Management
- ✓ Full Facility of defining Employee timings, Week off leave structure & many more.

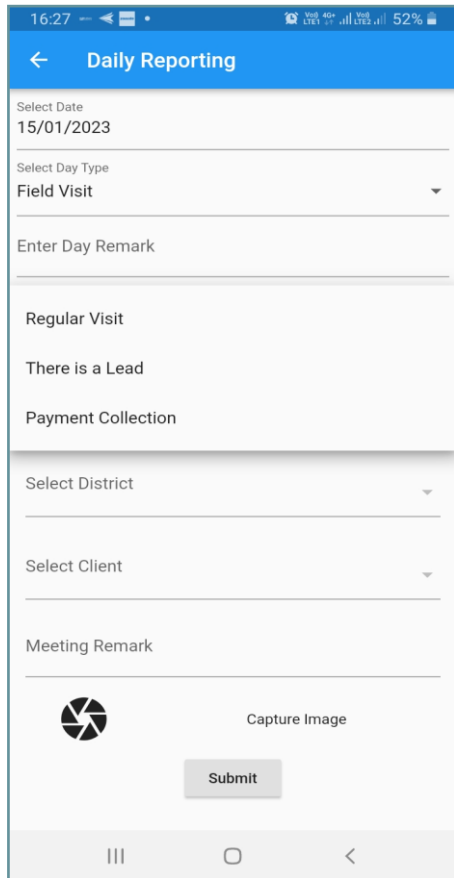
DCR Reporting

40%

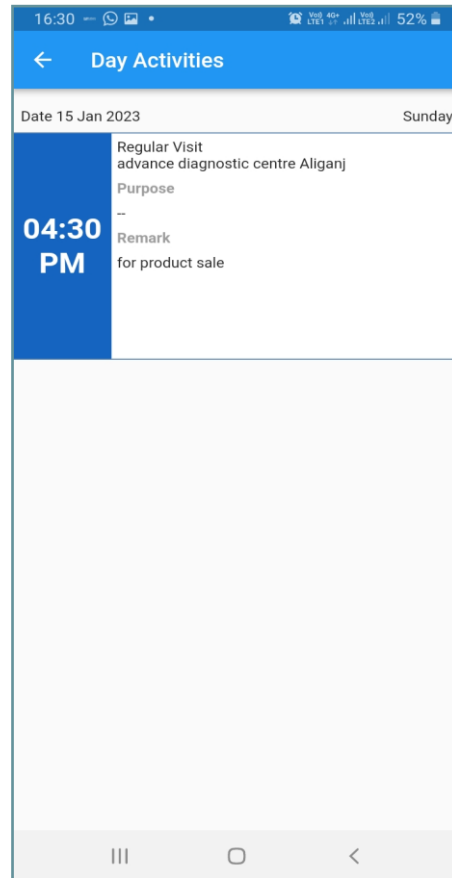
More Efficiency in Sales Employees by Monthly Planning & Sales Tools

A Perfect Tool for sales employees because they got all following features

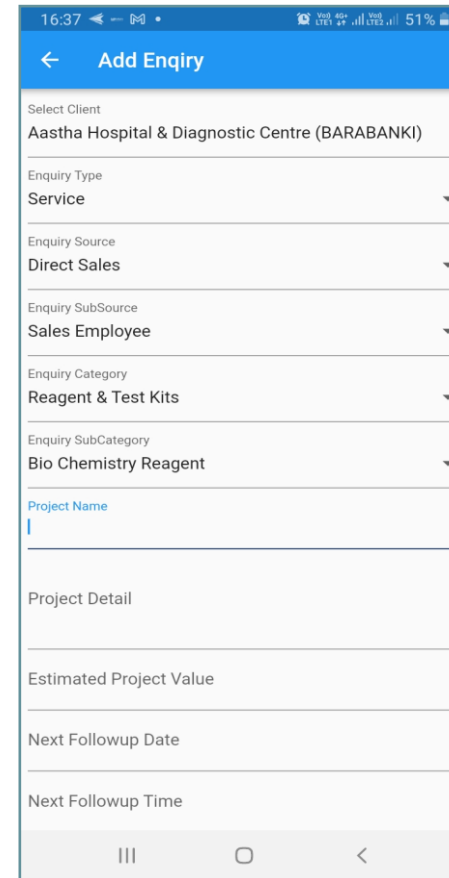
- ✓ Daily route plan and out Station visits
- ✓ Each customer visit with image and GPS location
- ✓ Can Add enquiries and add follow ups.
- ✓ Auto alerts for follow ups.
- ✓ Check own Daily attendance
- ✓ Facility to check customers missed for calling or visit.
- ✓ Direct Communication with customers through email & WhatsApp.



Mobile App Based Daily Call report
(With GPS Location)



Employees Can check the Daily Reporting



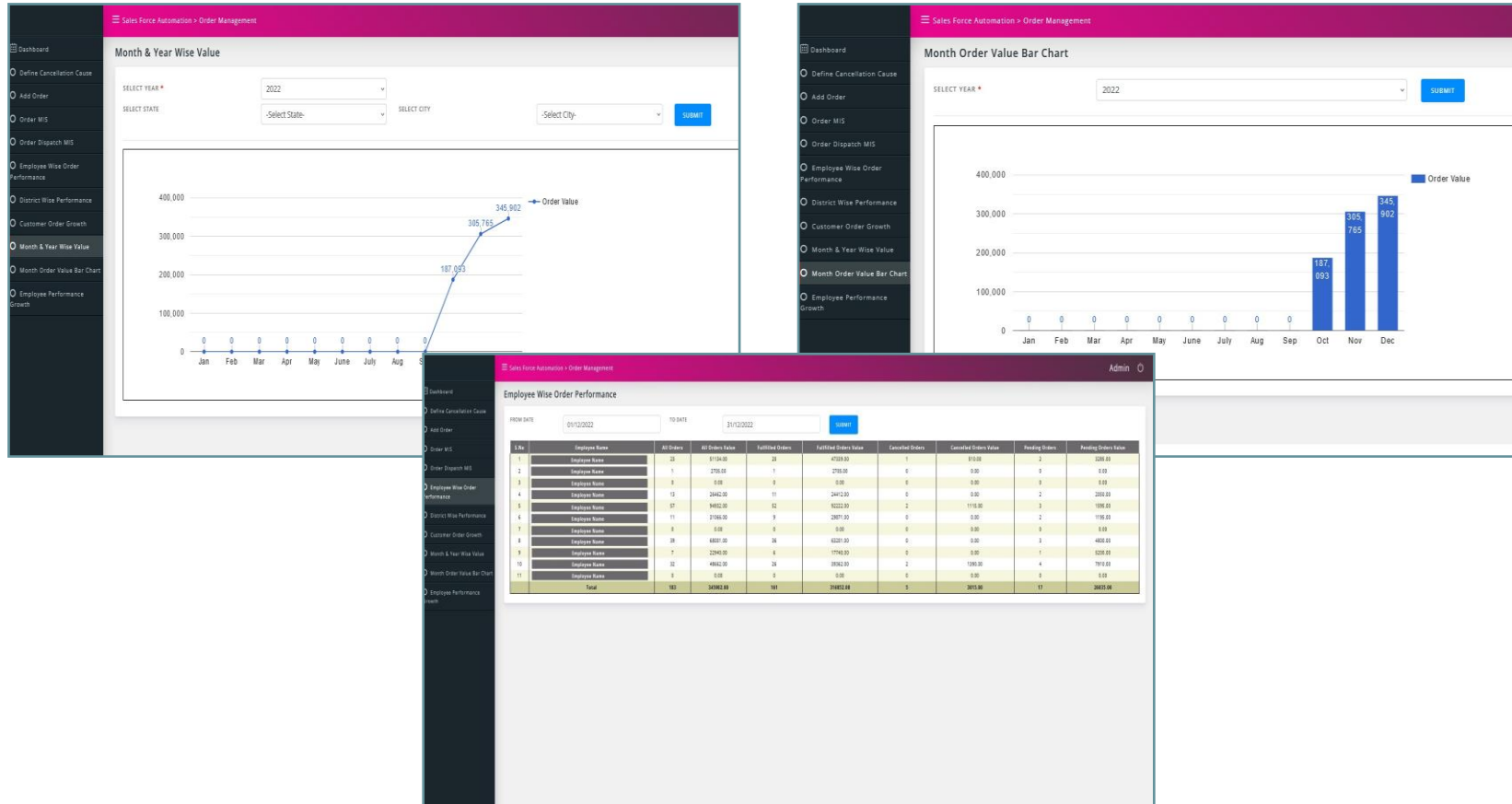
Leads management for tracking of enquiries & Follow Ups

Targets & Achievements

100% Real time monitoring of target status of employees.

When team can see the target status live they perform better to achieve more.

- ✓ Employee Monthly, quarterly, yearly target achievement status.
- ✓ Product wise target assignment & Achievement status
- ✓ Manager self and team performance status.
- ✓ Various DSS reports in company level.



Asset & Equipment Monitoring

Track all Equipments sold to customer and the complete history of service, part replacement & Buy back etc.

Centralized Attendance Management system

- ✓ Update Installation details.
- ✓ Generate installation report from system
- ✓ Manage warranty & Guarantee period.
- ✓ Tracking of equipment service and support provided.

The screenshot displays the 'Sales Force Automation > Asset Management' interface. It features a sidebar menu with options like Dashboard, Add New Asset, Asset MIS Report, Asset Sale Entry, Asset Stock Report, Enter Installation Details, Installation MIS, Enter AMC Details, and AMC Details. The main content area is divided into three sections:

- Enter Installation Details:** Includes dropdowns for 'SELECT CATEGORY' (Medical Instruments) and 'SELECT SUB CATEGORY' (Biochemistry Equipments). Below is a table for 'Select Equipment' with columns: S.No, Item Code, Item Name, FAR No, Serial no, Manufacturing Country, Manufacturing Date, Remark, Asset Status, and Action.
- Enter AMC Details:** A form for entering AMC details with fields for ENTER FAR NO (Z700016), FAR NO (Z700016), SERIAL NO (20220702), MANUFACTURE BY (Microtech Engineers Medical Company), INSTALLATION DATE (02/08/2022), and WARRANTY EXPIRY DATE (12/07/2023).
- Dashboard:** A summary of equipment status metrics:

Equipment Status	Count
Equipments Sold	350
Equipments Installed	324
Equipments Pending for Installation	26
Equipments Under Warranty	180
Equipments Without Warranty	72
Equipments With Extended Warranty	30
Equipments Warranty Expired	18
Equipments Completed 5 Years	16
Equipments Buy Backed	17
Equipments Disposed	5
Equipments Not Reported / Lost	2

Service & Support

50%

More customer efficiency and work performance in Application or Service/Support Team

Manage Support Tickets

- Customer login to raise a service or support request.
- Through online or Physical visit issue can be resolved.
- Tickets and problem can be prioritized based on High, Medium & Low
- Support Call recording facility.

Service, Warranty & Parts Replacement Management

- Auto alerts for due service.
- Record of parts replaced.
- GPS based recording of all information related to break down visit or normal service visit.

Digital Help Guide and Videos for operations and trouble shooting

- AI based help & Self issue resolution solution.
- Digital library for the Equipment literature or help media.

A Real Cloud Based ERP

100% Customer Satisfaction From Bito Technologies



Add on modules for integration with other Departments

Transport & Logistics

Vehicle & Fleet Management
Driver Data Management
GPS location tracking
Secondary and Primary Logistics Information management

Manufacturing

Order Management
Raw Material Procurement
Product Status & Data Management
Bar Code and QR code Implementation
Stock Management
Palletize Normal/Cold Store Management
Dispatch Management
Export Documentation

HR Department

Recruitment Management
Employee Data & Document Management
Employee Attendance & Leave Management
Employee Payroll Management



Sales Team (SFA) Features Function

- ✓ Digital Product Catalogue & Product Information
- ✓ Customer MIS with GPS Locations
- ✓ Monthly Tour & Call Planning
- ✓ Digital DCR (Daily Call report) of Field Activities
- ✓ Lead & Enquiry Management
- ✓ Self Target View and Achievement status
- ✓ Status of Qualifying Incentives.



Applications & Features for Customers



Customer Service & Support Portal



E-Commerce Portal for Customer Purchase



E-Commerce Android & i-OS App for customer product Purchase



Customer IVRS Based & WhatsApp based Live support infrastructure Facility

Integrated complete ERP as well as enterprise Application solutions for your sales, manufacturing HR & other requirements.

Why Bito?

Bito delivers end to end IT solution for your requirement and ensure that it keep continue to evolve for organization future requirements.

- ✓ Highly Flexible and Customizable Applications
- ✓ 24X7 Service & Support
- ✓ More than 10 Years of Experience
- ✓ Latest Technology & Features
- ✓ Integration with other Software & Applications
- ✓ Auto alerts and AI based Applications



99.99% Uptime

Thank You For your valuable time

Somewhere,
Something incredible
is waiting to be
known

Carl Sagan

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