

More efficiency in mobile sales **POLUMANA®**

The sales app that is truly offline-capable

Core industries of the **POLUMANA® sales app**

- + Food & Beverage
- + Consumables
- + Tools & spare parts
- + Pharma & Life Sciences

The POLUMANA® app is the sales tool for successful customer meetings. With the digital product catalog, mobile CRM, order entry and marketing campaigns, all the necessary tools are bundled in a single app - regardless of whether in the B2B or B2C sales model. The sales force increases customer satisfaction and sustainably boosts customer loyalty and sales.

Challenges

- The data that the field service employee needs at the customer's premises is often stored in different systems and databases.
- Sales representatives are dependent on a stable mobile connection to access the content.
- Stocks, prices or availability cannot be viewed on site.
- Time-consuming preparation and post-processing of appointments.

POLUMANA® as solution

- Content from different systems in one application.
- Complete offline access to all systems.
- Stock levels, prices etc. in real time
- Automated visit reports
- Orders on site at the customer's premises in POLUMANA®.

Benefits

- **Increased sales:**
With POLUMANA®, customers achieve up to 25% more sales per order.
- **Measurable boost in efficiency:**
Successful with 15% less effort, time or resources.
- **No paper, no postprocessing:**
everything is filled out easily in the app.



"Many areas have improved since we started using the POLUMANA® sales app. Firstly, the speed of the sales force. Previously, order entry took an average of 20 minutes and today we are at 2 to 3 minutes. ...customer questions can be answered immediately on site."

Functionalities for tomorrow's challenges

Integrated product catalogs

Product range in multimedia

- Always up-to-date product information
- Unlimited number of products can be displayed
- Including image / video / PDF for each product
- Multimedia advertising information

Straight to order entry

Improved sales opportunities

- Consultation leads directly to the deal
- Customer history available at any time
- Learning from other customers
- Cross-selling and upselling made easy

100 % offline capable

Data available online and offline

- Strong performance even with limited or no network coverage
- Synchronization takes place automatically in the background
- Unlimited amount of data

Intelligent itinerary and route planner

Reaching directions efficiently

- At the touch of a button, the sales force receives the best route for customer visits based on their agreed appointments.
- Extensive filter functions allow sales reps to determine the criteria according to which their trip is calculated.

Ideal addition to the IT system world

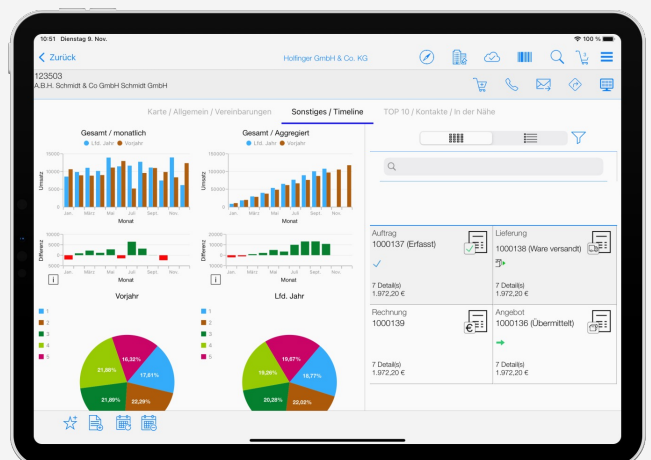
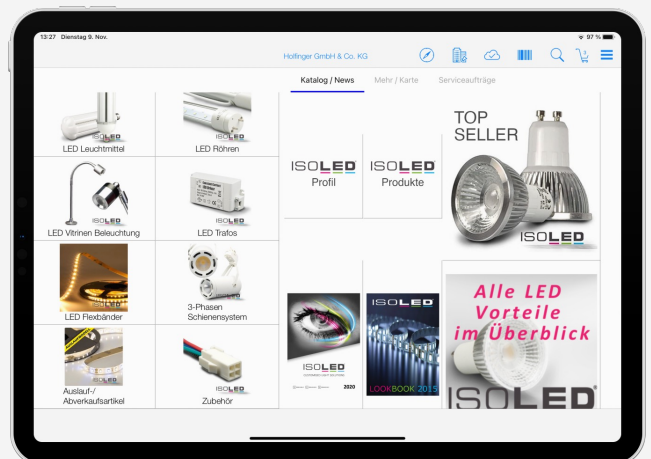
Heterogeneous software landscapes

- Direct integration via standard interfaces
- Mobile extension for CRM/ERP/PIM/CM systems
- Perfect addition to a webshop solution

Intuitive - transparent - efficient

The native app is a sales solution to support the sales force. Above all, customers benefit from the use of POLUMANA®:

- in which relationship management takes place directly with the customer
- orders are completed during the customer meeting
- extensive product catalogs are used, or companies use large sales and distribution channels
- delivery terms are part of negotiations
- promotional offers and prices change at short intervals



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