



ZetesAres

Direct Store Delivery

SELL MORE

ZetesAres is a comprehensive solution for customer management, which encompasses ordering, sales, delivery, asset management and maintenance. It enables workers in the field to manage relations with customers better by giving them real-time access to relevant information. As a result, the sales process runs more efficiently, generating more revenues and increasing customer satisfaction.

Right product sold at the right time for the right price

Companies can significantly increase sales by selling the right product at the right time for the right price. Achieving this requires real-time access to customer profiles, to promote the right products, tempting customers with an indirect marketing tool, easily checking campaigns, highlighting product discounts and new products. With ZetesAres all this is within reach.

Increase customer satisfaction

Equipped with ZetesAres' Business Intelligence capabilities, a sales representative can become a trusted advisor to his or her customers. Satisfaction levels will increase as they start to receive the correct products due to more accurate order taking and the right follow up.

Business Intelligence Data

Sales teams

- Less paperwork
- Access information instantly
- Real time reporting allows performance control
- Useful marketing tool

Management Team

- Respond to market trends and changes immediately (market surveys; team visibility; communication between sales force teams; standardised processes)
- Reduce back office/administrative workloads
- Aggregate information
- Visibility of sales performance

Customer satisfaction

- Higher quality, fewer mistakes
- Fewer corrective tasks
- Proactive instead of reactive approach
- Improve customer knowledge

Supply Chain management

- Better stock management
- Better forecasting
- Optimise working capital

Financial management

- Reduce credit risk
- More accurate and faster payments

After sales

- Asset management
- Customer control





Which environments can benefit from ZetesAres?

- **Food & Beverage:** Companies dealing with perishable goods or goods with short shelf life / best before end date e.g. bread, milk, dairy products, coffee. Customers can take full advantage of the solution to boost sales and also facilitate asset maintenance in the field, e.g. vending machines.
- **Cosmetics and beauty products:** high value products, highly organised sales teams.

ZetesAres mobile and back office modules

PDA Application

- Order intake
- Sales
- Delivery
- Field Services

Tablet Application

- Featuring the sales catalogue, allowing efficient order intake and marketing actions

Back -Office

- Communication Server
- Interface Database
- Scheduler
- Field Services Dashboard
- GPS Console

Technical features

- SaaS based solution:
 - Easy to deploy and scale
 - No extra IT and administrative costs
 - Online and real time data
 - Pay per use, with no capital investment
- ERP integration
- Multiplatform (PDA, Tablet, Smartphone)
- Enterprise Mobile APP
- Screen Signature
- IQ Imaging: full document capture

ZETES' COLLABORATIVE SUPPLY CHAIN SOLUTIONS

