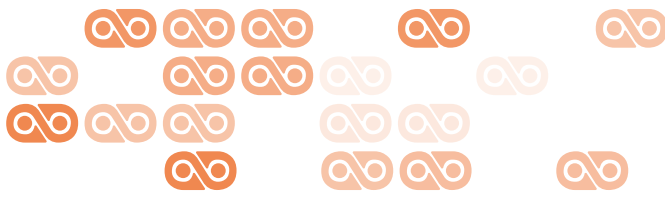# MOVING2U
Mobility Solutions

M2U | Sales

THE MOBILE APPLICATION FOR SALES FORCES TEAMS

M2U|Sales is a software solution intended for companies with field sales forces, who need access from anywhere to critical information to maximize the result of their sales activity. This solution is highly customizable and adaptable to the specific needs of each customer. All the information and business rules available in M2U|Sales mobile application are imported from the company's ERP, from which the data related to products, customers, price lists and discounts, unsettled documents, document history and others are synchronized. Documents created by the sales representatives, according to the rules defined by the company, are integrated into the ERP seamlessly.

BENEFITS

+ Customizable

+ Up-to-date information

+ Speed-up processes

+ Offline support

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THE SALES FORCES AUTOMATION SOLUTION THAT YOUR ERP HAS BEEN MISSING

The architecture of the solution was designed to support connectivity with different ERPs, relying on the specific integration mechanisms provided by their manufacturers.

Moving2U works closely with the leading producers of management software, ensuring compatibility with new versions and product lines, as well as ensuring the integrity of the integration process and compliance with defined rules and tax regulations*.

The list of supported ERPs is being extended to support more products. Please contact us to know if your ERP is already supported or if you would like us to support the ERP your company is using or developing.

* Updates are available to clients under warranty or a valid software maintenance agreement.

PRODUCT CATALOG

Access the entire product catalog in the application. Search for products with the most appropriate criteria and scroll through the results in the form of list, grid and image gallery. Watch and share images, datasheets and videos associated with each product.

CUSTOMER DATA

Browse for multiple addresses and contacts for each client. Call, send text messages or email, view the map or navigate to a chosen address. Consult trade agreements, ceilings, balances and documents pending settlement.
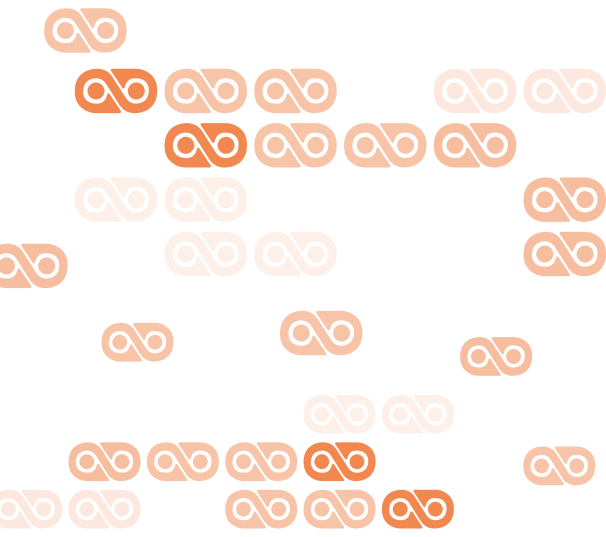
EDITING GRID DOCUMENTS

Define the criteria for a quick creation of document rows from grids, building the grid rows from product characteristics, pre-defined sets, previous orders or customer order summaries.

TRACK VENDOR ACTIVITY

View the sales force daily activity and detailed visit reports using M2U|Sales Explorer. See all the prospects created by the sales team. Check cash movements made and the representation expenses registered.

The M2U|Sales solution is a privileged tool for your sales team to access a complete set of information maintained in your ERP. Comprehensive product and customer information are continuously imported so that it can be quickly consulted in the mobile application, as well as detailed price lists, promotions, contracts and documents pending settlement. Documents created by the sales representatives (orders, receipts, budgets, etc.) are automatically integrated into the management system as they are received on the server, and orders are immediately available to be handled by picking systems such as M2U|Logistics.

The M2U|Sales mobile application implements business rules defined on the ERP, as well as others whose definition results from the implementation process, which can include client route definitions, allowable discount templates, document types and rows allowable, customized information to be presented or collected, among others.

In addition, M2U|Sales Explorer is the tool to configure general settings of the mobile application, besides allowing the exploration of the daily and visit reports of the sellers, created prospects and cash maps regarding the amounts received. This tool allows configuration of accesses so that each functionality is presented only to the relevant users.

Supported Platforms & Requirements

The server infrastructure can be installed on physical or virtualized servers with Windows operating system and SQL Server 2008R2 or later (Express versions supported), with the hardware requirements recommended by Microsoft. It can also be installed on Microsoft Azure PaaS offer.

M2U|Sales mobile application can be installed natively on Android (smartphone and tablet) and Windows 10 devices (smartphone, tablet and PC). Different types of equipment can coexist among different users. The same rules and principles of operation are guaranteed in the different types of equipment supported, while the application's look&feel for each platform matches the UX guidelines of each of them.

100% OFFLINE SUPPORT

Given that Internet connectivity is still not guaranteed everywhere, M2U|Sales mobile application stands out continuing to work in full, even when there is no data connection, ensuring full autonomy and speed of operation. Documents and other operations performed are automatically uploaded to the server when internet connectivity is reestablished.
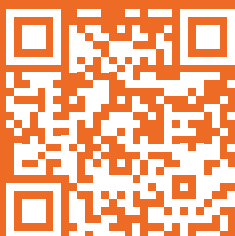
SYNCHRONIZATION

The application uses a custom optimized synchronization mechanism, capable of delivering to each device only pertinent information to its user, minimizing synchronization times and volumes of data transferred. This mechanism can be hosted either on its own servers or in SQL Database on the Microsoft Azure PaaS offer.

FOLLOW FOR MORE DETAILS:

http://m2u.link/m2uSales-en

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ABOUT US...

What we do

The core business of Moving2U is the development of mobile applications for processes optimization, either as a product or as a custom development, extending its applicability to various domains:

Products

- M2U|Logistics - Internal logistics
- M2U|Sales - Sales force automation
- M2U|FieldServices - Field services assistance

Projetos

- MRW (Spain/Portugal) - Proof Of Delivery
- Auchan Supermarkets (Portugal) - PSS Self Scanning, Picking
- Sonae / Continente (Portugal) - Picking

Platforms

Moving2U is focused on developing mobile Line-of-Business applications for the most common platforms:

- Android: Smartphone / Tablet
- Windows 10: Smartphone / Tablet / PC
- Apple iOS: iPhone / iPad
- Windows Embedded Handheld 6.5

Goals

Settle the Moving2U brand and be one of the leading players in the field of logistics and mobile sales is one of the clear objectives of the company. Moving2U wants to continue to be a reference in the IT business sector in the area of enterprise mobility, recognized for developing software with high quality standards, based on a sustained strategy, planned with rigor, sense of responsibility and competence.

Develop mobile applications that allow our customers to: optimize processes; increase efficiency and eliminate waste; provide significant increases in productivity and profitability; contribute to an increase in the quality of life of its employees.

Partnerships

The specialization of companies working towards the continuous improvement of their offer naturally creates the need to develop synergies between them, in order to complement the mutual offer of more comprehensive solutions. Since 2003, Moving2U has established solid partnership relationships with other companies based on the complementarity of their offers and on mutual trust, continuing to focus on this path around 4 vectors:

- Close collaboration with leading industrial mobile devices manufacturers to use official SDKs and to participate in new equipment pilot programs
- Establishment of technological partnerships with leading software companies
- Direct intervention on reference clients
- Strategic alliances with business partners.

Contact

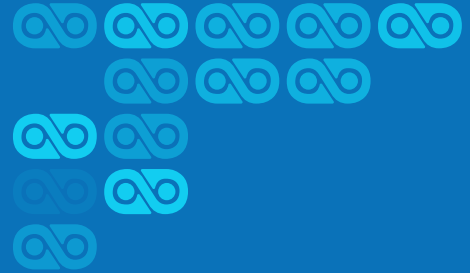Contact us to know more about our products and services.

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www.moving2u.pt

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