

**dataman**



**Grahaak**



**“Comprehensive Solution to increase productivity of Your Sales Force”**



Grahaak

# Overview

Grahaak is a comprehensive solution designed for FMCG industry furnishing you a 360-degree view of your complete sales cycle and pipeline. Identifying trends, spots opportunities, enhance efficiency of sales tracking of employees and hence increasing your sales with right trends, right answers, right time.

Grahaak intelligently captures field sales data and the rest service information in real time onto your mobile/Tab device. The captured data is then actively synch with the back-end systems (Database) through wireless connectivity (Wi-Fi, 3G or Mobile Network). This instant capture of information reduces time delays, ditches clunky processes and manual efforts, simplifying repetitive task of data entries and thus tracking and recording every stage in the sales process for each prospective client, from initial contact to final disposition.



**Grahaak**

## Grahaak-Field

### SECONDARY SALES

- ▶ Beat Plan
- ▶ On Spot New Outlet Creation
- ▶ See Route for Outlet on Google Map
- ▶ Retailer Order
- ▶ Payment Collection from Outlet
- ▶ Demo Details
- ▶ Failed Visit Details
- ▶ Competitor Goods at Outlet
- ▶ Live Notifications
- ▶ Reports
- ▶ Geo Location

### PRIMARY SALES

- ▶ Distributor Order
- ▶ Distributor Stock
- ▶ Distributor Payment Collection
- ▶ Distributor Discussion
- ▶ Failed Visit Entry
- ▶ Reminders for next Regular Visit/Failed Visit
- ▶ Notifications
- ▶ Reports
- ▶ Geo Location

### OTHER ACTIVITIES

- ▶ Leave Details
- ▶ Tour Details
- ▶ Expense Request
- ▶ Purchase Order
- ▶ Complain/Suggestion
- ▶ Collateral
- ▶ Invoice Pdf Generation
- ▶ Head Office
- ▶ Depo
- ▶ Meet

## Grahaak-Distributor

- ▶ Primary Sales Report
- ▶ Sales Target
- ▶ Ledger Report
- ▶ Pending Orders
- ▶ Latest 5 sale Invoice
- ▶ Purchase Order with status
- ▶ Complain/Suggestion
- ▶ Collateral

## Grahaak-Manager

- ▶ Dashboard
- ▶ Sales Rep Sales Analysis
- ▶ Distributor Sales Analysis
- ▶ Distributor Ledger
- ▶ Pending Purchase Order
- ▶ Latest Sale Invoices
- ▶ DSR Approval/Rejection
- ▶ Leave Approval/Rejection
- ▶ Beat Plan Approval/Rejection
- ▶ Tour Approval/Rejection
- ▶ Expenses Approval/Rejection
- ▶ Attendance, Retailer Summary, Primary, Secondary sales Report
- ▶ Sales Rep Live Position
- ▶ Complain/Suggestion
- ▶ Collateral



# Grahaak



**dataman**

+91 7905573833



+91 9415128075



sharil@dataman.in



www.dataman.in



25/16, Karachi Khanna, Kanpur - 208001

