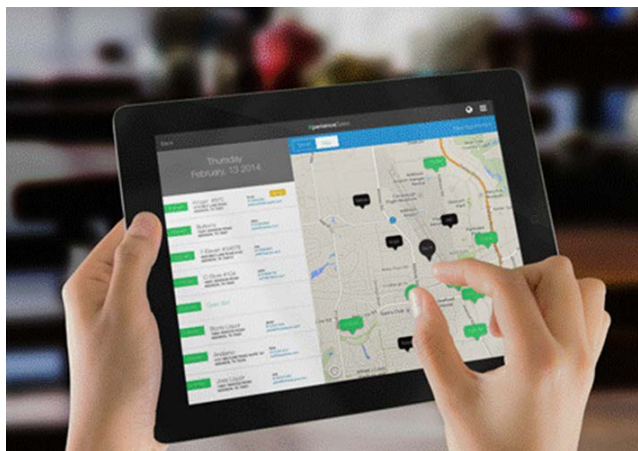


Reimagine Your Field Sales Execution Process

Our Field Sales Management Suite provides integrated processes and real-time visibility of customer accounts, products and promotions, key sales metrics and sales history at the finger tips of sales agents in a simple app that allows them to focus on the right tasks and sell better.



TYPICAL FIELD SALES CHALLENGES

Productivity Challenges	<ul style="list-style-type: none"> • Too much paperwork, clutter and “noise” • No prioritization of efforts
Limited Reporting & Analytics	<ul style="list-style-type: none"> • No advanced/predictive capabilities • No real-time reporting
Product Inventory & Stocking	<ul style="list-style-type: none"> • No visibility to product availability • Unable to promise product delivery
Management of Opportunities, Quotations, & Orders	<ul style="list-style-type: none"> • Marketing & sales cycles not integrated • Missed leads and opportunities due to incorrect/unavailable information
Management of Customer Accounts	<ul style="list-style-type: none"> • Limited view of customer data • No easy access to historical information

For more information, please contact:

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FOR MORE ON APPLE AND DELOITTE VISIT

WWW.DELOITTE.COM/APPLE

QUESTIONS? EMAIL ENTERPRISENEXT@DELOITTE.COM

FIELD SALES MANAGEMENT SUITE

Deloitte's Field Sales Management Suite enables your sales team to be more productive by providing visibility to the right information at the right time.

Your field sales agents can focus on the tasks that really matter with the user friendly integrated and real-time capabilities.

BUSINESS IMPACT

Manage Relationships More Effectively

- Trail of previous marketing impressions and sales history
- Visibility to customers, comments etc.

Reduce Paperwork

- Digitally enabled collaboration between sales staff
- Audio and Video training materials

KPI Reporting

- Accurate and real-time reporting
- Predictive analysis for sales trends

Accelerate Billing and Cash Cycle

- Track opportunities to final sale
- Monitor sales orders to shipment and invoicing

Real-time Sales Confirmation

- Real-time pricing, promotions and quotations
- Confirm quotations and generate orders on-the-go

Field Sales performance powered by SAP S/4HANA® insights:

- HANA embedded analytics for enhanced customer insights and expedited sales cycle
- Real-time, "what-if" profitability analytics for up-sell and cross-sell
- Simple and fast "Google-like" product search capabilities
- Just-in-time visibility into product availability and promotions across all channels

REIMAGINE WORK. FREE THE ENTERPRISE.

The world is completely connected, and iOS devices are designed for our mobile lifestyles. Apple and Deloitte have joined forces to help employees work the way they live: sharing information; accelerating ideas; connecting people, inventory, supply chains, and customers on the same devices they use every day. The leader in consumer experience and the leader in enterprise digital transformation have come together to Free the Enterprise.

