



Sales Plan Design and Monitoring

Monitor the sales plan; viewing the current status each day with only a couple of clicks means managing the plan!

We often encounter a situation in which sales planning is distributed across various systems. Planning in such a manner is often time-consuming, and providing reports is a special challenge in organization. The data is unrealistic, strategic decision-making is hampered, and activities are delayed.

With the use of a sales plan design and monitoring solution, planning is simple and reporting is quick and precise. You will have insight into the sales for the week, month or quarter and with timely action you will ensure the realization of the plans laid out.

The first business benefits will be visible in a short time-frame; the solution quickly adapts to your business, and upgrading the system is quick and flexible, according to business needs and demands.

Who is the solution intended for?

The solution is intended for companies with long-term sales processes (project oriented) that include many resources, interactions and documentation, with a special focus on public procurement.

How does this solution manage the sales plan?

Managing the financial aspect

- Overview of the sales status: planned as opposed to performed, contracted and to be contracted
- Overview of contract performance over time
- Financial data available on various levels - individual invoices, programs, projects, sales representatives...

Time management

- Overview of performed sales by a certain date
- Overview of sales expected in the future
- Overview of expected expenses
- Overview of weekly sales and management through tasks, reminders etc.



Solution

The solution for sales plan design and monitoring implemented by KING ICT is an integrated system comprising the following systems:

- CRM (Customer Relationship Management) – a system containing the registry of your clients with which you can plan sales and monitor plan performance
- ERP (Enterprise Resource Management) – a basic business system containing full analysis of business, finance, logistics and other corporate services
- DMS (Document Management System) – documentation management system for contracts, incoming invoices and other documents necessary in day-to-day operations
- HRM (Human Resource Management) – a system for managing human resources; enables an overview of the data, planning staff expenses, salary calculation and the management of absences
- BI (Business Intelligence) – a system for analytical reports; the basis of business decision making

