iq sfa®

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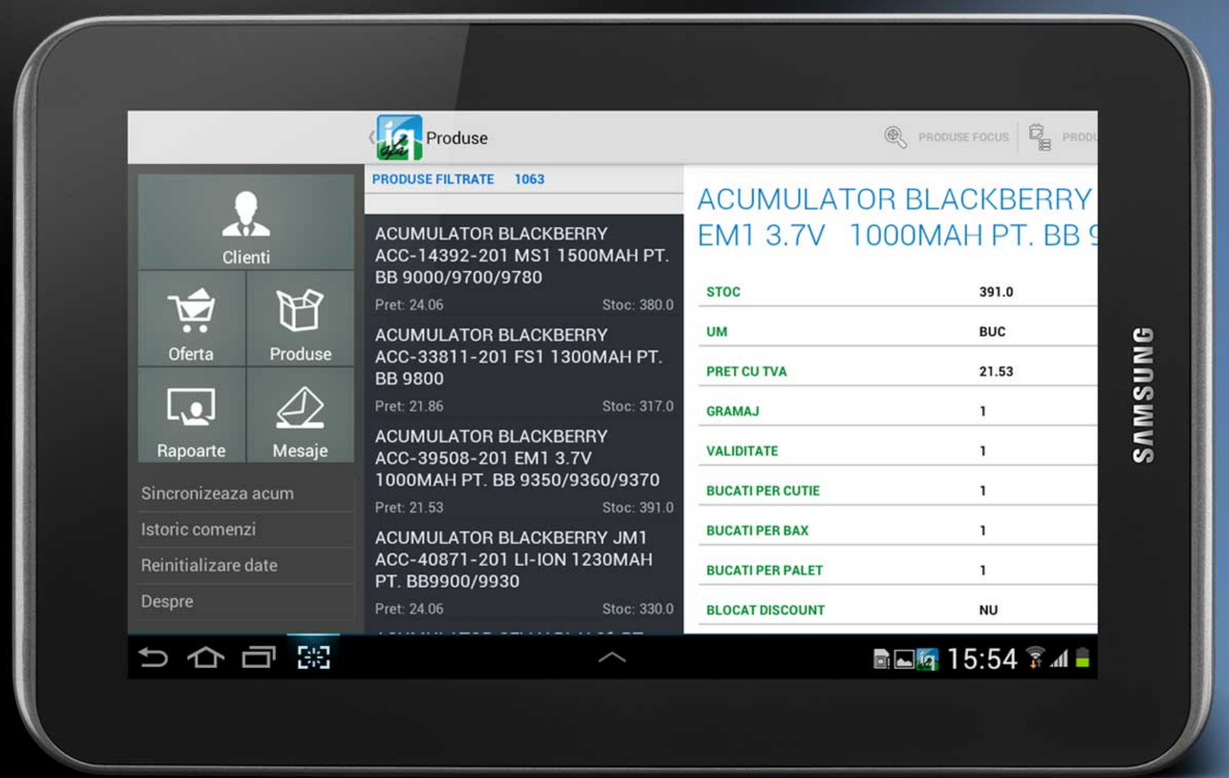
The best mobile solution for manufacturing, retail and distribution companies

REAL-TIME INFORMATION



MOBILE DOCUMENTS PRINTING

DATA SECURITY

GUARANTEED ERP INTERCONNECTION

FINANCIAL ADVANTAGE

Using IQsfa
your sales force can access
all the necessary resources
directly on their tablets:
planning visits to customers,
taking orders,
checking stock products,
verifying outstanding customers,
drawing up and printing mobile
accounting documents
(invoices and receipts)

One click to your clients!

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IQsfa is a complex and intuitive Sales Force Automation (SFA) solution, designed to streamline the management of mobile sales force, supporting both modern and traditional sales channels.

IQsfa allows you to access all resources you need and enter information from the client location directly on the tablet.

REAL-TIME INFORMATION

- Using IQsfa you have real-time access to all information required in the process of selling and taking orders:
  - customer statement: balance of payments, credit limit, commercial terms;
  - online stocks for each deposit;
  - online solds for every customer (work sites and whole company) with blocking when overcome;
  - complex system of discounts and promotions;
- Integrated messaging system that allows the transmission of new information (price changes, promotions, new product lines) from management to sales fleet in real-time.

ACCURATE AND EASY MANAGEMENT FOR THE SALES FLEET

- Configuration of the equipment enrolled in IQsfa with assigned agents directly from the server;

- Configuration and allocation of multiple agents on a single device;

- Possible to grant a discount on groups of products (class, category, manufacturer);

- Possible to cancel and delete data remote;

- Web-based application for managers, works on any operating system and requires very limited Internet bandwidth;

- Setting products per customers and types of customers / product divisions;

- Possible to set client's GPS coordinates, view agent location n map and route on the tablet;

- Possible to photo shoot client location (shelf products, display), through a dedicated IQsfa photo shooting interface.

VAN SALES MODULE INTEGRATED

- IQsfa enables mobile printing of documents (invoices, receipts) and transmission to ERP applications in real time;

- Connects new model mini-printer for receipts (without van requirements) that will help any company to increase revenue as well as supervising money flow from collection to Cash / Bank depositing.

REPORTS FEATURES

- Standard reports for the Android tablet module;

- Target and achievement system with the possibility of integration with the client's ERP solution;

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- Basic reports in the desktop module for all entities and sales activities: customers, visits, unvisited customers, orders, invoices, incomes, balances, sales (by groups, divisions, locations, agents, clients), coordinates, merchandising, targets, achievements;

- New complex reports configurable on demand.

UNIQUE IQsfa FEATURES

The only solution that uses NFC technology advantages in the implementation of the SFA solution facilities:

- the confirmation of the agent's visits to customer location and assurance that orders are not taken by phone;
- quick access of the area managers to data, directly on the field, with limited internet traffic and without all customers stored on their tablets
- maximum security;
- automatic activation of the visit in the application;
- poster marketing opportunity and brand awareness at the client location;
- technology integrated into both consumer and business mobile devices;
- small costs when tagging;
- possible extension with other modules;

- the Desktop Management module (administration, sales fleet management, reports tracking etc.) is available on multiplatform (Linux, MacOS, Windows);

- we do not condition the IQsfa implementation and operation of a certain type of ERP solution;

- we have the most advanced solution for discount policies configuration and prices and promotions setting;

- approval of credit limit exceeding or negotiated discounts and purchase price checking;

- the only solution internationally awarded (Innovation Award for EMEA in December 2011);

- we don not conditionate the solution implementation of one specific equipment;

- we have developed the solution in a formal partnership with leading mobile technology providers in the region: Samsung, Orange, Vodafone, Motorola, Asus;

- we have developed and successfully implemented the mobile printing module with facilities for both cash collection and billing, working in direct partnerships with: Zebra, O'Neil, Sewoo, Woosim;

- initialization of a terminal through IQsfa capsule in few seconds;

- ease of use: perform any operation in no more than three clicks, for best user experience;

- automatic transfer of visits and resume, if no signal, without the user intervention;

- IQsfa localization for different countries depending on how each company is organized (Romanian, English, German and Hungarian versions of IQsfa are available).

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LICENSES PRICES

IQsfa is sold as a Sales Representative Module (tablet) + Administration and Management Module (desktop) + / - Server Module package, as one-shot fee per user license (price varies depending on the number of users within a company) and related services.

1. ONE-SHOT LICENSE PRICES (for life, billed at the beginning)

	1-9 agents	10-24 agents	25-49 agents	50-100 agents	>100 agents
Agent license (nx)	275 Euro	250 Euro	225 Euro	200 Euro	**Customized offer***
Server configuration services (1x)	100 Euro	300 Euro	400 Euro	500 Euro	
Desktop training (1x)	100 Euro	300 Euro	400 Euro	500 Euro	
Agent training (nx)	15 Euro	15 Euro	15 Euro	15 Euro	15 Euro
Tablet configuration (nx)	10 Euro	10 Euro	10 Euro	10 Euro	10 Euro
Printer configuration (nx)	10 Euro	10 Euro	10 Euro	10 Euro	10 Euro

* For a custom offer based on your company's needs and the number of users, we recommend requesting a quote. The prices in the table are expressed in Euro and do not include VAT.

2. CLOUD LICENSE PRICES (cloud version with annual subscription)

	1-9 agents	10-24 agents	25-49 agents	50-100 agents	>100 agents
Agent license/ month (nx)	15,5 EUR / month	14 EUR / month	12,5 EUR / month	11 EUR / month	**Customized offer***
Desktop training (1x)	100 Euro	300 Euro	400 Euro	500 Euro	
Agent training(nx)	15 Euro	15 Euro	15 Euro	15 Euro	15 Euro
Tablet configuration (nx)	10 Euro	10 Euro	10 Euro	10 Euro	10 Euro
Printer configuration (nx)	10 Euro	10 Euro	10 Euro	10 Euro	10 Euro

*The price of licenses is billed once a year. The prices in the table are in Euro and do not include VAT.

IQsfa CONNECTION WITH THE ERP:

Qualteh provides a standard connector that allows bidirectional access and processing of information between ERP system (management, accounting software) and IQsfa. The standard connector is included in the above licenses prices.

If you choose a custom connector for the ERP already implemented in your company, we charge a development fee, billed once.

Where it is no demand to connect with ERP, IQsfa will operate as an independent solution.

Note:
nx - multiplied by the number of agents
1x - only once, NOT multiplied by the number of agents

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