



Commercial Area//



Softland ERP

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Softland ERP's Commercial Area focuses on satisfying the needs of a company's sales and promotion departments. With great flexibility, the company can manage their business rules, complete sales processes through multiple channels and monitor the details of sales statistics according to the different available variables.

It includes the following modules: Invoicing, Electronic Invoice, Point of Sale, Mobile Sales, Sales Forecasting, Contract Invoicing, Sales Statistics and Softland CRM.



Invoicing



Electronic Invoice



Point of Sale



Mobile Sales



Sales Forecasting



Contract Invoicing



Sales Statistics



Softland CRM



Invoicing

Effective solution for marketing products in multiple ways

It keeps a strict control of sales movements, providing the necessary statistics for a timely decision-making. Among the main characteristics of this module we can mention: easy list and price model creation, both in local currency and dollars; discount, promotion and bonus management, as well as reservations, credit validations and profit margin validations from the order. It also offers other options, such as installments, warranty and guarantor tracking, remission and shipping, and electronic invoicing in countries where this required.



Electronic Invoice

Effective norm compliance within the same product

Softland ERP allows the electronic invoice issuing according to the fiscal laws and norms of each country, without the need of third-party products nor additional charges. In countries where there are other requirements, i.e. fiscal printers, Softland ERP also supports them as part of the solution.



Point of Sale

Agile solution for retail sales management

It provides the tools for completing sales in each one of the sales points, with all the necessary functions for a fast customer service, online or offline. The Point of Sale module enables the integration with devices such as barcode scanners and touch-screens, layaway management, different method and currency payments as well as credit sales. This is an excellent tool to optimize a quick invoicing and payment management.



Mobile Sales

Recording sales wherever they happen

It supports collaborators who must visit customers by directly and quickly registering their actions and all the relevant information. This module provides the option of remotely handling route sales and presales, keeping a record of visits, orders, invoices, charges, deposits and physical inventories, among others. It also synchronizes from any location and with different possibilities (Internet, wireless network, phone call, direct connection). It is an excellent complement for payment collection management.



Sales Forecasting

Forecasts with multiple variables and combinations

It generates multiple forecasts based on sales statistics and inventory. This module helps you create multiple forecasts, grouped by different variables, such as per article, classification, area and others. Additionally, it helps you plan group variables, starting points and configurable time periods. This is an ideal tool for providing a statistical base when choosing a scenario with the smaller standard deviation.



Contract Invoicing

Automation of recurring billing

It records different contracts and automates their invoicing. This module helps you record and generate contracts with different cycle types, according to their invoice dates. Once the process is completed, it also helps you recalculate these dates. Additionally, it allows you to create batch invoices for contracts.



Sales Statistics

Detailed and personalized reports

It allows you to set up and generate different reports based on sales information. Easy, user-friendly and secure report configuration (per salesperson, category, customer and article), and availability of sales details and history recorded in the system are some of its main characteristics.



CRM

Tracking of interactions and commitments with your customers

It enables a complete follow-up of your customers, recording every activity and tracking your commitments. Control over sales processes and customer interactions, commitments and configurable activity flows, as well as configurable poll and marketing campaign generation are some of this modules main characteristics.



Softland

Lo hacemos fácil

ERP BUSINESS SOLUTIONS
LEADER IN LATIN AMERICA

ABOUT SOFTLAND

Softland has branches in ten countries: Argentina, Chile, Colombia, Costa Rica, El Salvador, Guatemala, Mexico, Panama, Peru and Dominican Republic. It has representatives in: Bolivia, Ecuador, Nicaragua and Venezuela. With 35000 active customers in Latin America and more than 500 specialized professionals. Its philosophy "Think globally, act locally" allow them to develop worldwide strategies according to the characteristics of each country.

Its long experience and expertise in the world of business management solutions, has given it the chance of growing and offering the market the most competitive products.

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