



macmobile

a ca&s group company



StoreApp



Mobile B2B eCommerce **made simple**

B2B buyers within the route to market have more power than ever before.

With greater smartphone penetration and cheaper data rates, the move towards mobility is a logical choice. This is changing the way buyers and vendors engage.

**A B2B mobile
ecommerce
platform that
enables self service
sales within your
route to market
channel**



Features



Offline Capability

Offline capability allows your field sales force to reach remote areas

Track & Monitor

Track and monitor your field sales force to ensure they are on task

Cloud Based

Ensure your data is 'always on' through the cloud

End-to-End Platform

Run your FMCG distribution business from one platform

Configurable

Pick and choose the modules that make sense to your business

Integration

Connect your sales and distribution to your existing ERP systems

Benefits



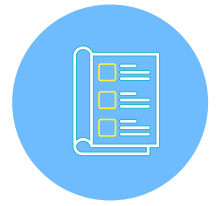
- Digitisation to complement your current ERP
- Understand your customer universe
- Comprehensive reporting at all work levels and across the value chain
- End-to-end visibility and control with multi distributor management
- Ability to amend an invoice in trade (clean nett invoice)
- Gives you and your team visibility from manufacture right through to customer delivery and reconciliation
- Integrated into payment fiscals

WHY, STOREApp?



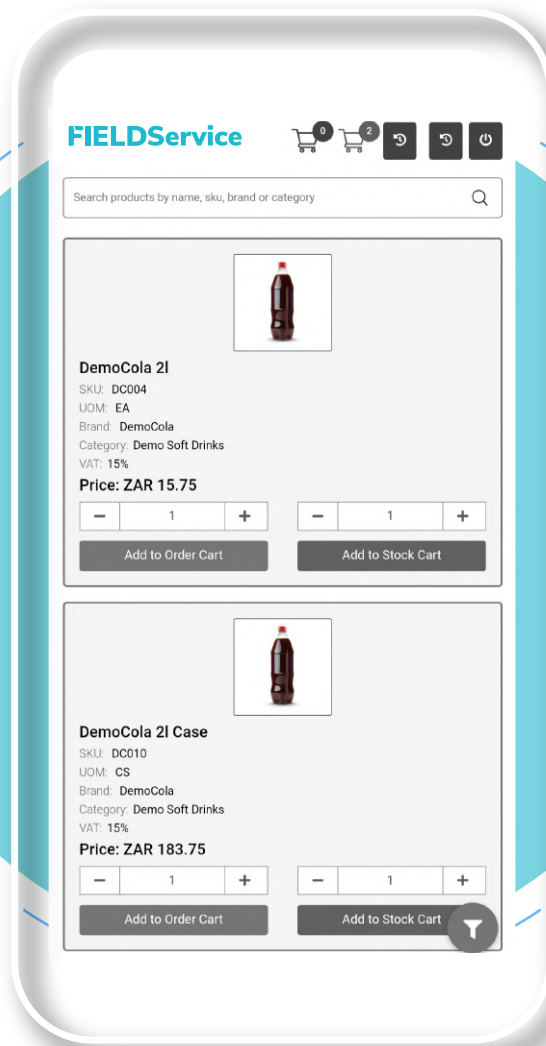
PEOPLE

KPI management, goal setting, time management, call cycles, easy use, customer management



FORMS

Versatile form creation, offline capability, segmentation (channel or individual specific)



IN TRADE

Execution capture, track shelf health, geotagging, promotional compliance



MONITOR

GPS tracking, dynamic reporting, dashboards, data insights

20 years
experience

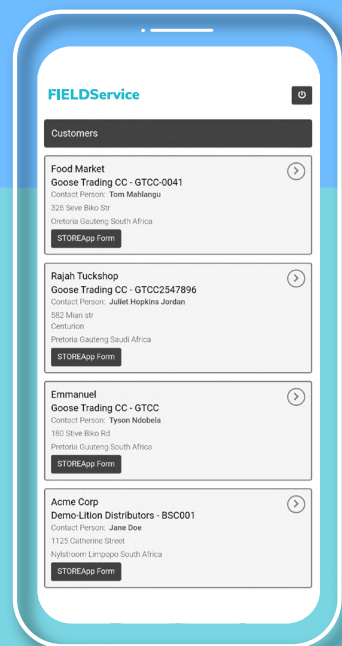
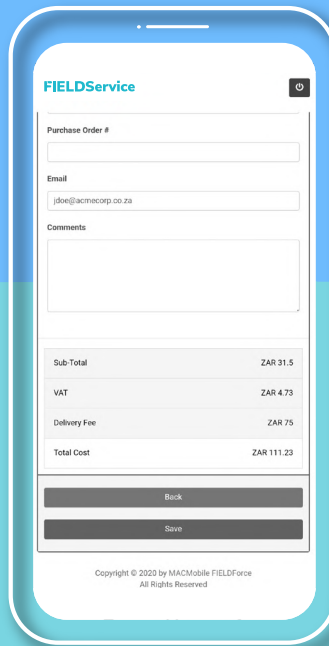
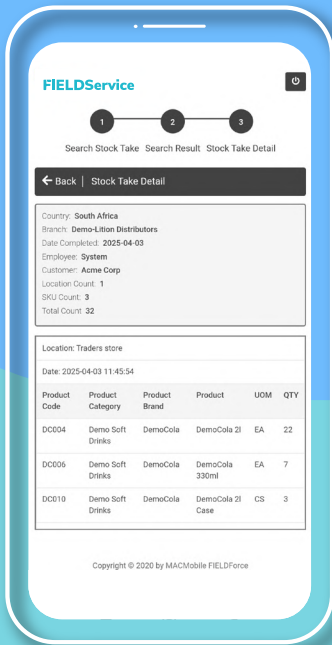
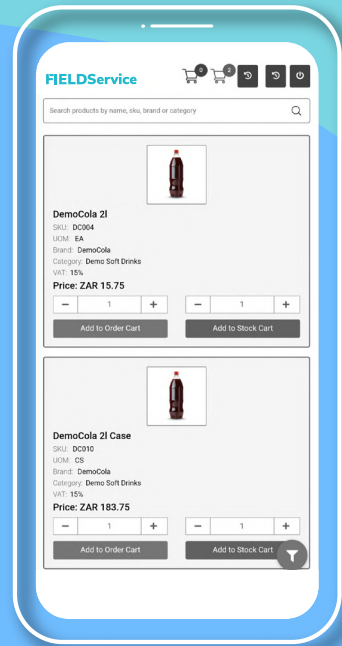
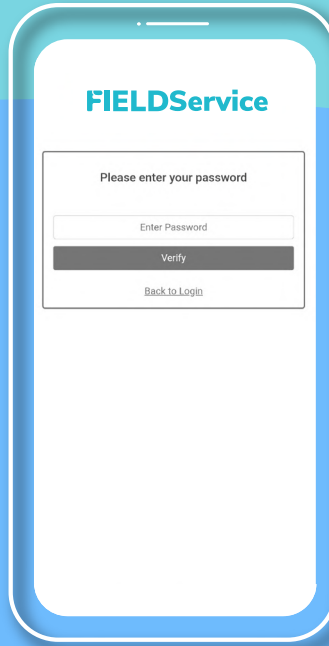
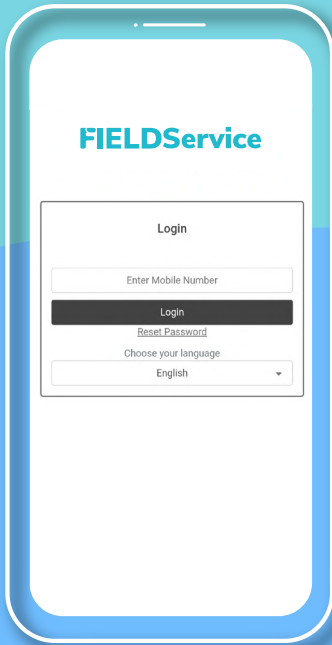
over 100
installations across Africa

tried & tested
solutions

Drive direct order generation

Manage accounts and contacts

Capture orders



Run instore stock take

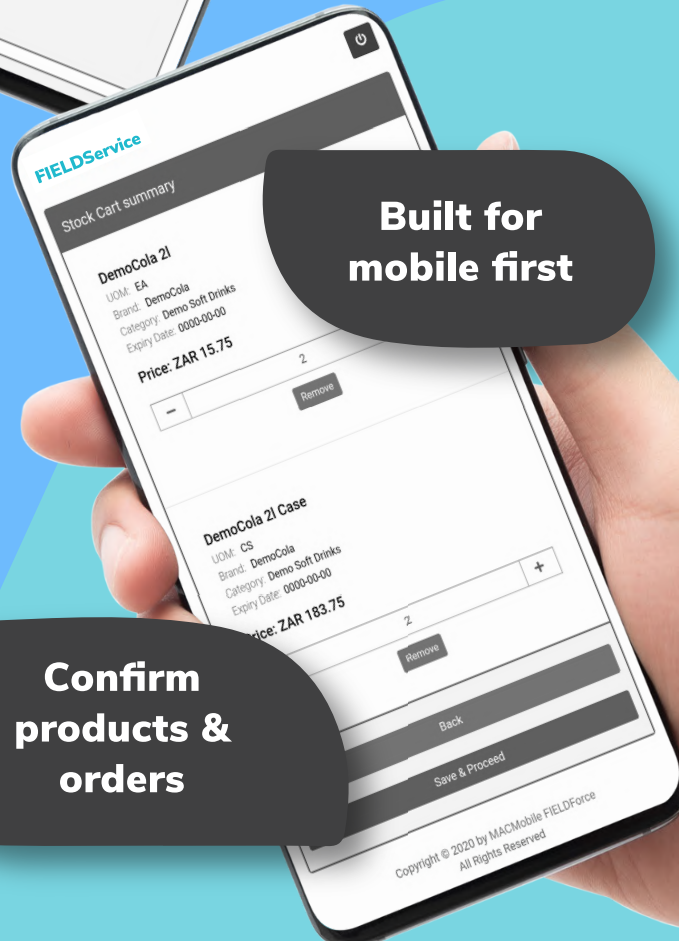
View cart summary

Intuitive eCommerce experience

Configurable



Built for mobile first



Confirm products & orders

Simplify order generation and improve efficiency.

1

Customer Relationship Management

Manage contacts, products and pricing straight from FIELDService.

2

Orders

View order history, search, view and track orders, and order status between specific date ranges. Merchants can place an order directly from the distributor.

3

Stock

Merchants can capture stock levels to assist in providing line of sight.



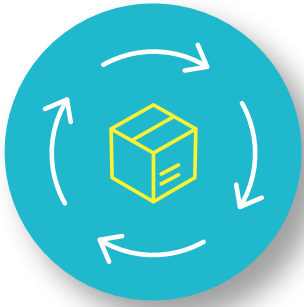
View product category



Add products to cart



View cart summary



Add returnable products



Confirmation & tracking



Save your order

Creating an order has never been **so easy**. Merchants can place an order **direct from the distributor**.

Route to market buyers have more power than ever before **with detailed Reporting & Analytics**



MANAGE ORDERS



manage contacts, products and pricing



view order history



capture stock levels



TRACK YOUR FIELD FORCE



measure productivity and time management



verify customer visits

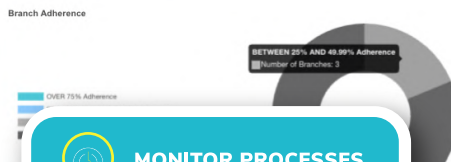
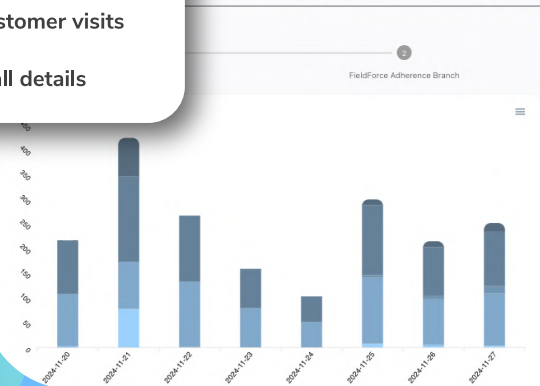


collect call details

FIELDService

Period: DAY Start Date: 2024/11/20 End Date: 2024/11/27

UNCOMPLETED CALLS: 10 OUT OF CYCLE CALLS: 29 TOTAL CALLS MADE: 121 CALL EXCEPTIONS: 10 COMPLETED CALLS: 92 ADHERENCE: 10.24%



MONITOR PROCESSES



track progress



identify key problem areas

Steven Cox

Sales Excellence Manager, Coca Cola Beverages South Africa



We have seen more than 25% improvement in productivity of our sales force from a call completion orders placed perspective, which represents significant turnover.

All of this has given us superior agility in adapting to changes in strategy.

Schweppes Zimbabwe



Thanks to our partnership with Macmobile we can rest assured that our sales and marketing strategies are on point and we can readily meet the ever-changing requirements of the markets we serve. Within the first 6 months of using FIELDForce to manage the surveys Schweppes saved up to 60K USD

We are **trusted** by
some of the **largest**
distribution companies
in the world.





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DIGITISE YOUR

ROUTE TO MARKET

BOOK YOUR DEMO