



HAKSOFT®

“The knowledge is power”

Digital

Productivity

Sales 4.0

HAKSOFT DIGITAL SOFTWARE TECHNOLOGIES LTD.



 www.haksoft.co.uk



Your Sales Team Mobile Assistant

ekmob.com

www.ekmob.com/en



Increase Productivity of Your Sales Team



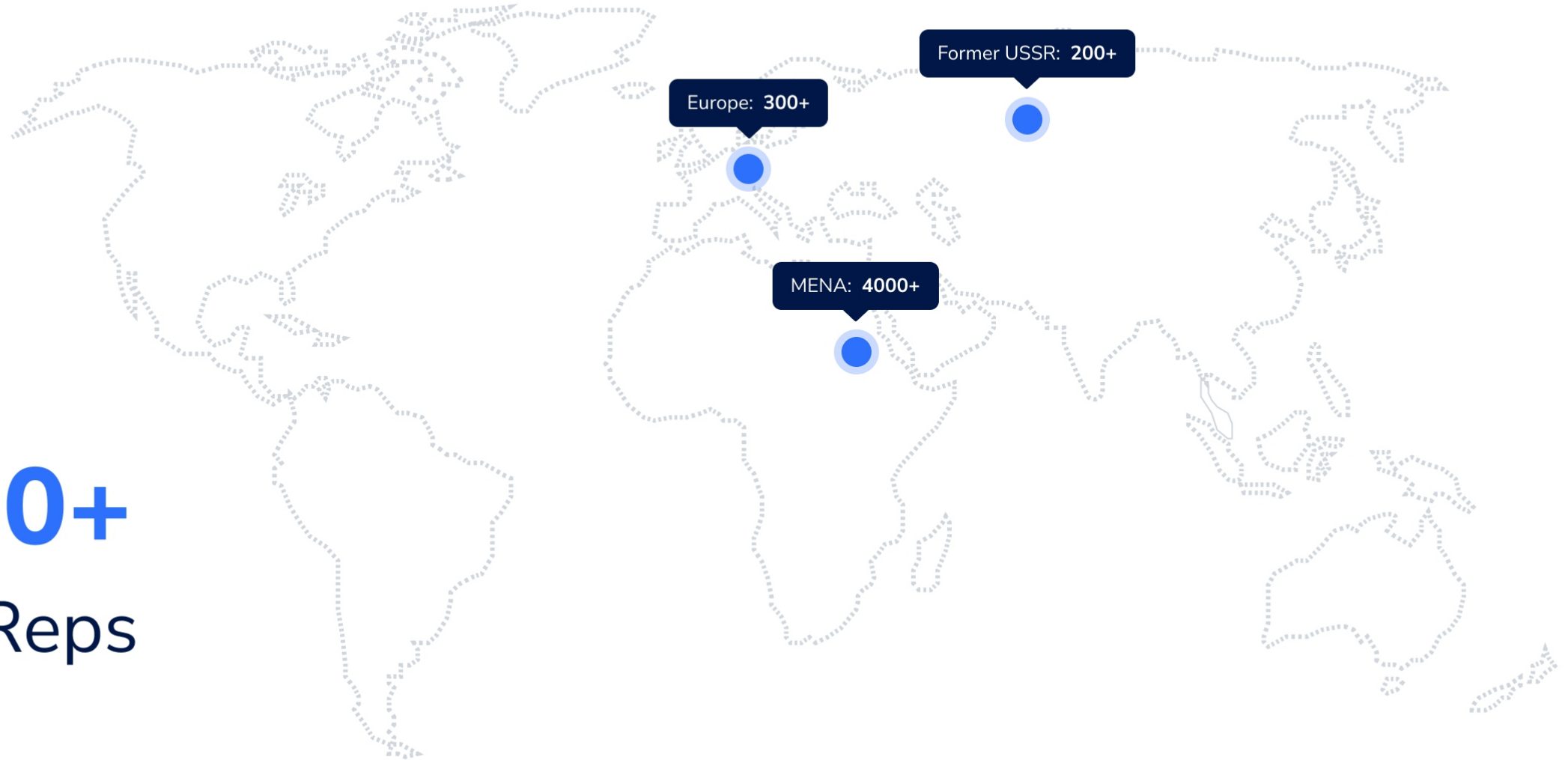
%30 increase in Visits Made

%25 increase in Customer Acquisition

A Global Company



5.000+
Sales Reps



Sales Function is Inefficient

According to the survey made by **Forbes** with **721 Sales Managers**, field sales teams spend **%64.8** of their time on non-revenue generating activities.

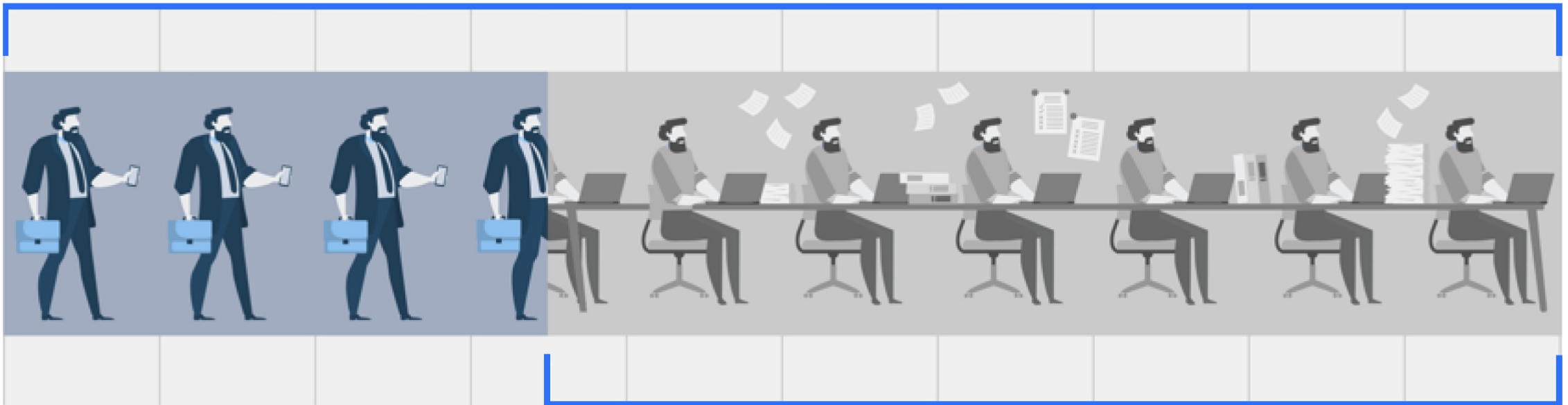


Sales is Expensive



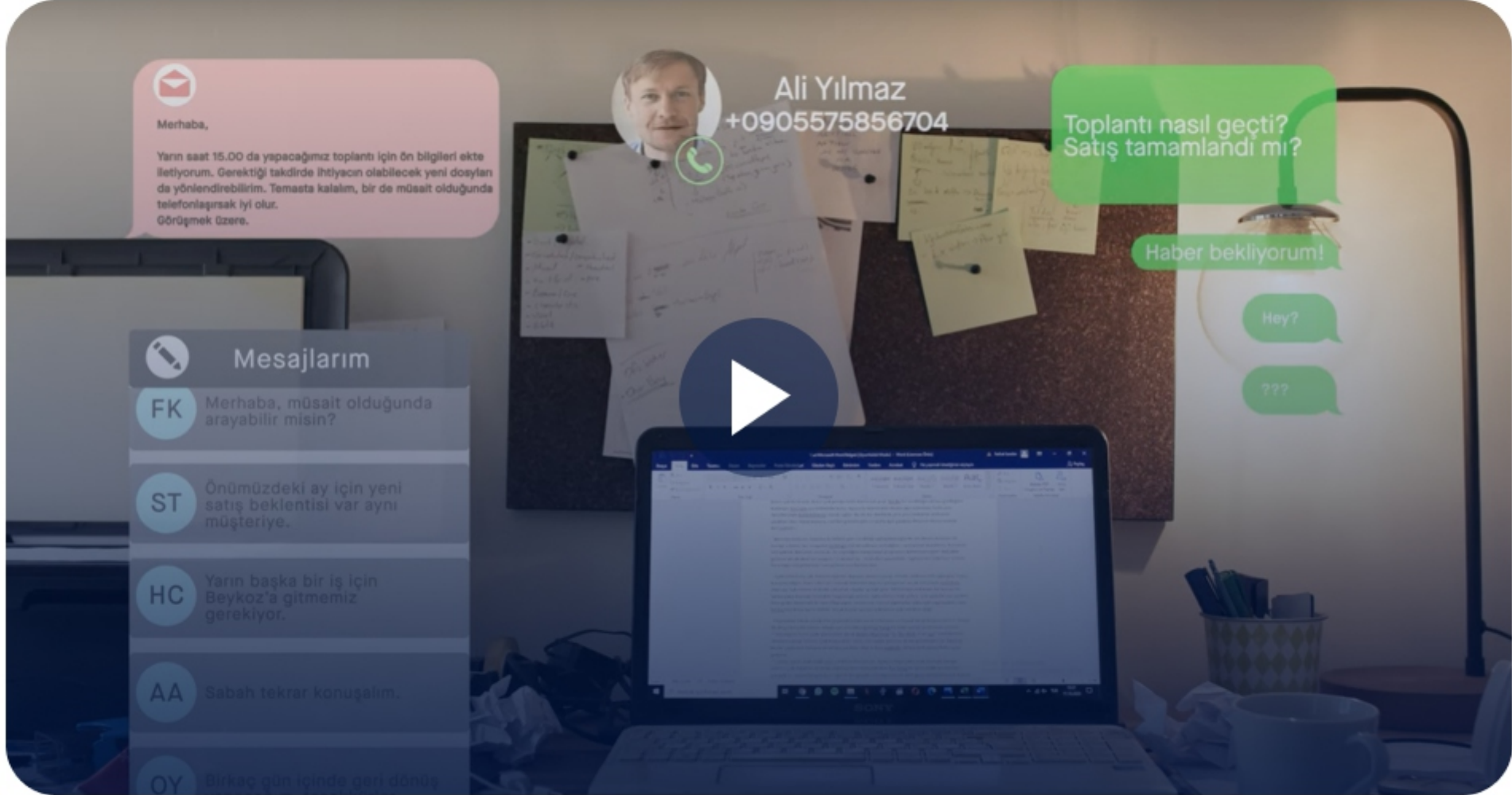
A team of 25 field sales reps costs

1.200.000 \$ / Year



%65 Non Revenue Generating Activities Causes a loss of

780.000 \$ / Year



<https://youtu.be/4zo6Kl9js4U>

We Understand Your Needs



Sales Representative

"HIT THE QUOTA"

- New Customer Acquisition
- Customer Management
- Route Optimization



Sales Managers

"INCREASE PROFITS"

- Portfolio Management
- Coaching
- Conversion Rates

Meet Ekmob



Efficient ●

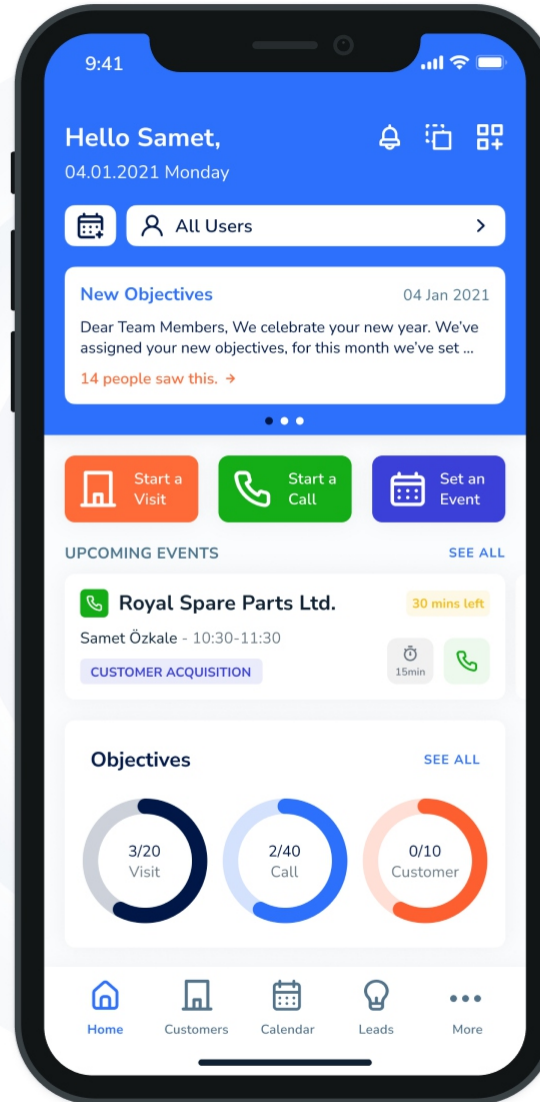
● Transparent

Data Driven ●

● Comprehensive

Easy to Use ●

● Trusted



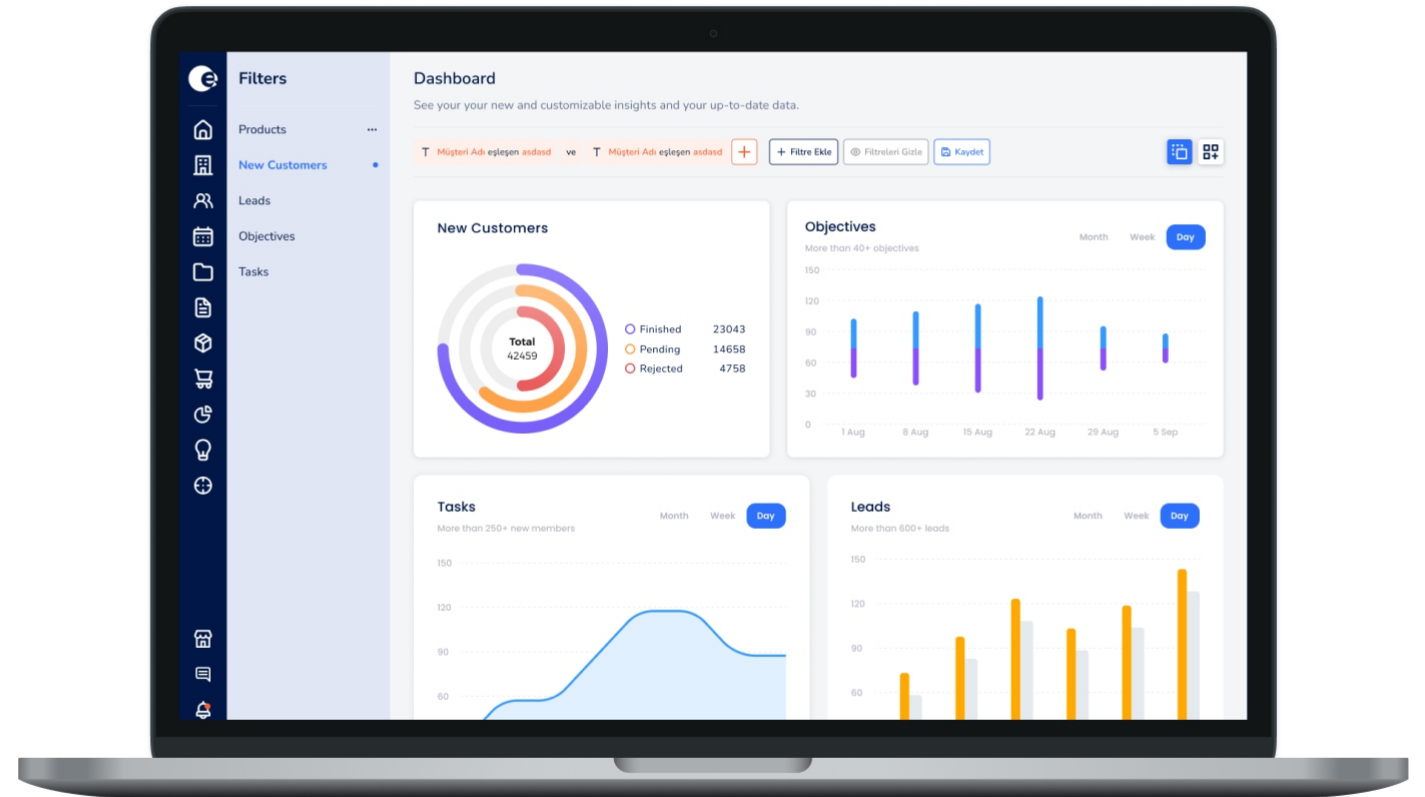
Measuring What Matters



SALES METRICS

Custom dashboards and reports to understand the field.

- Visits
- Sales
- Forms
- Calls
- Engagement
- Conversions



Mobile Assistant



Designed for Field Sales Teams
Native iOS – Native Android.

We developed EkmoB for salespeople thinking all their needs. We empower them with superpowers so they can work deskless.

- Manage your clients and contacts.
- Make customer visits with geolocation checking.
- Plan your schedule, route and activities.
- Take your documents wherever you go.
- Easily see your previous interactions with customers.
- Take orders and even payments using PayU.



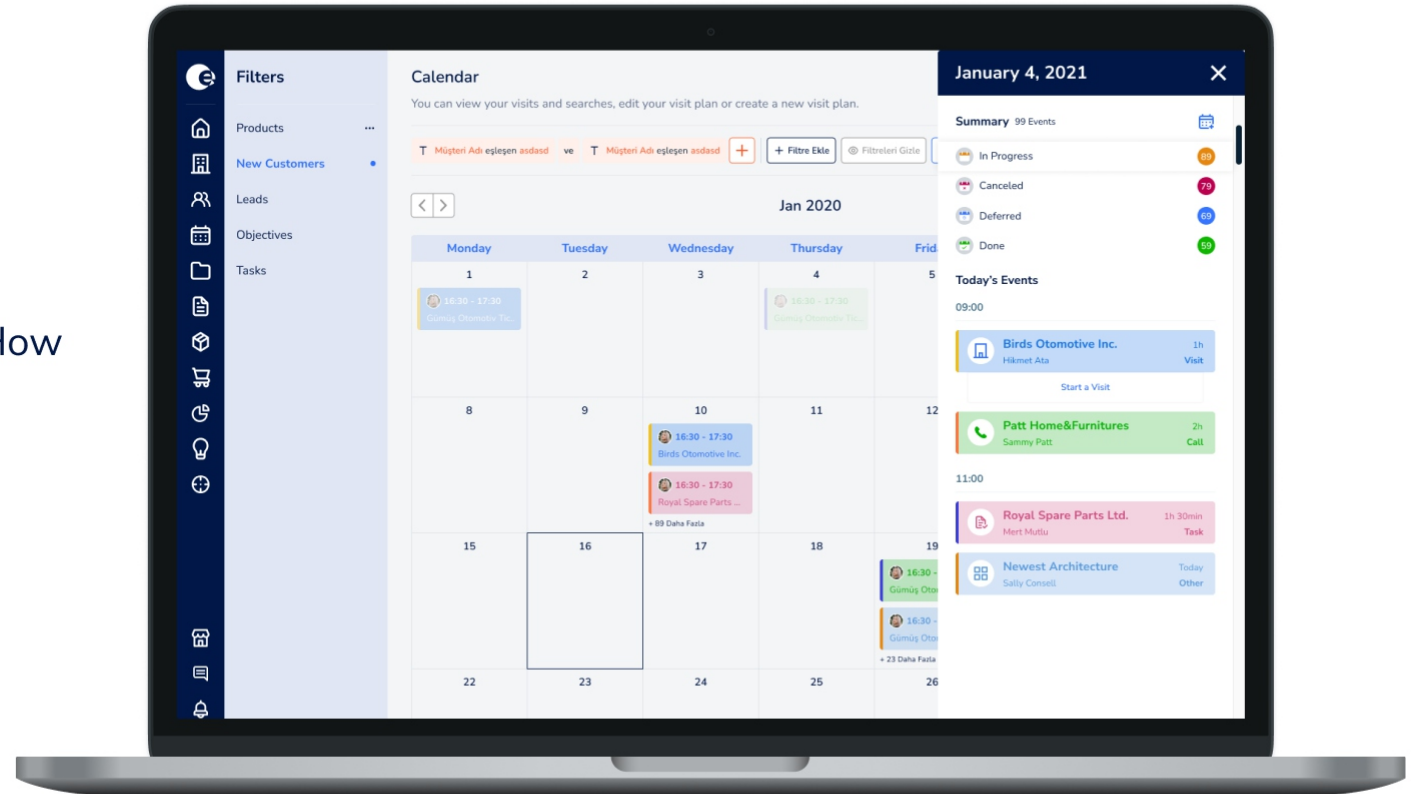
Activity Management



Manage Your Sales Process Regarding Data

Your digital sales transformation
at your fingertips.
Transparent. Efficient. Trusted.

- Convert individual knowledge into Corporate Know-How
- Manage visit frequencies
- Track sales/visits ratio
- Track your teams performance
- Decrease inefficient visits
- Don't focus on events, focus on relationships.



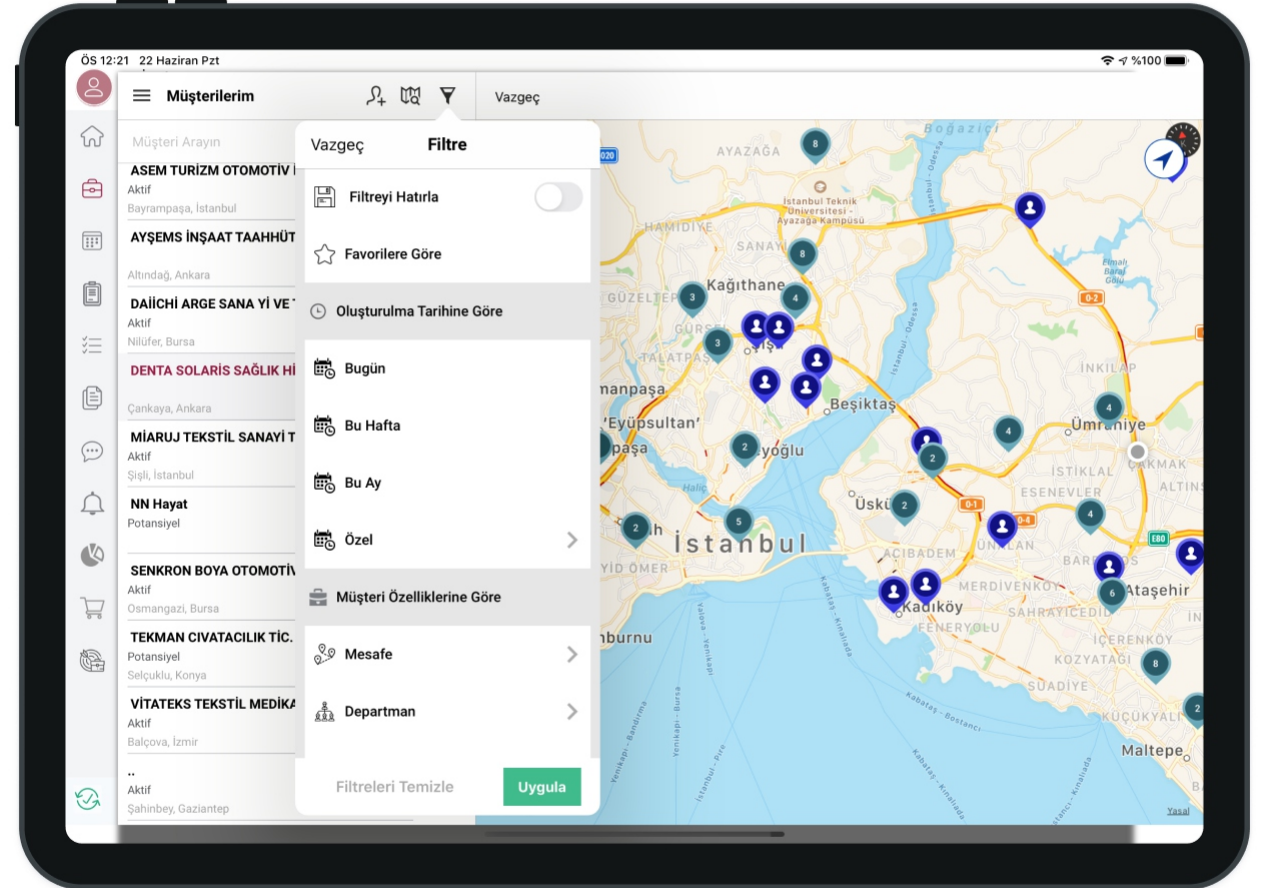
Dynamic Reporting



Increase Productivity in The Field By Using Your Time Spent Reporting

Ekmob prepares every report instantly.
Your team won't have to allocate
any time for reporting.

- Compare your teams performance.
- Gather Real Time Data from Field
- Consolidate data coming from different sources
- Make analysis with real time data
- Use your time for building and sustaining relationships, not reporting.



Integration Marketplace



ERP - CRMS
Integrations

Location
Services

Communication
All in One Platform

Analytics
Simple Reporting



Sales 4.0



Endless Demand

Sales 1.0
ERP's



**Understanding
The Customer**

Sales 2.0
CRM's



**Competition &
Omnichannel**

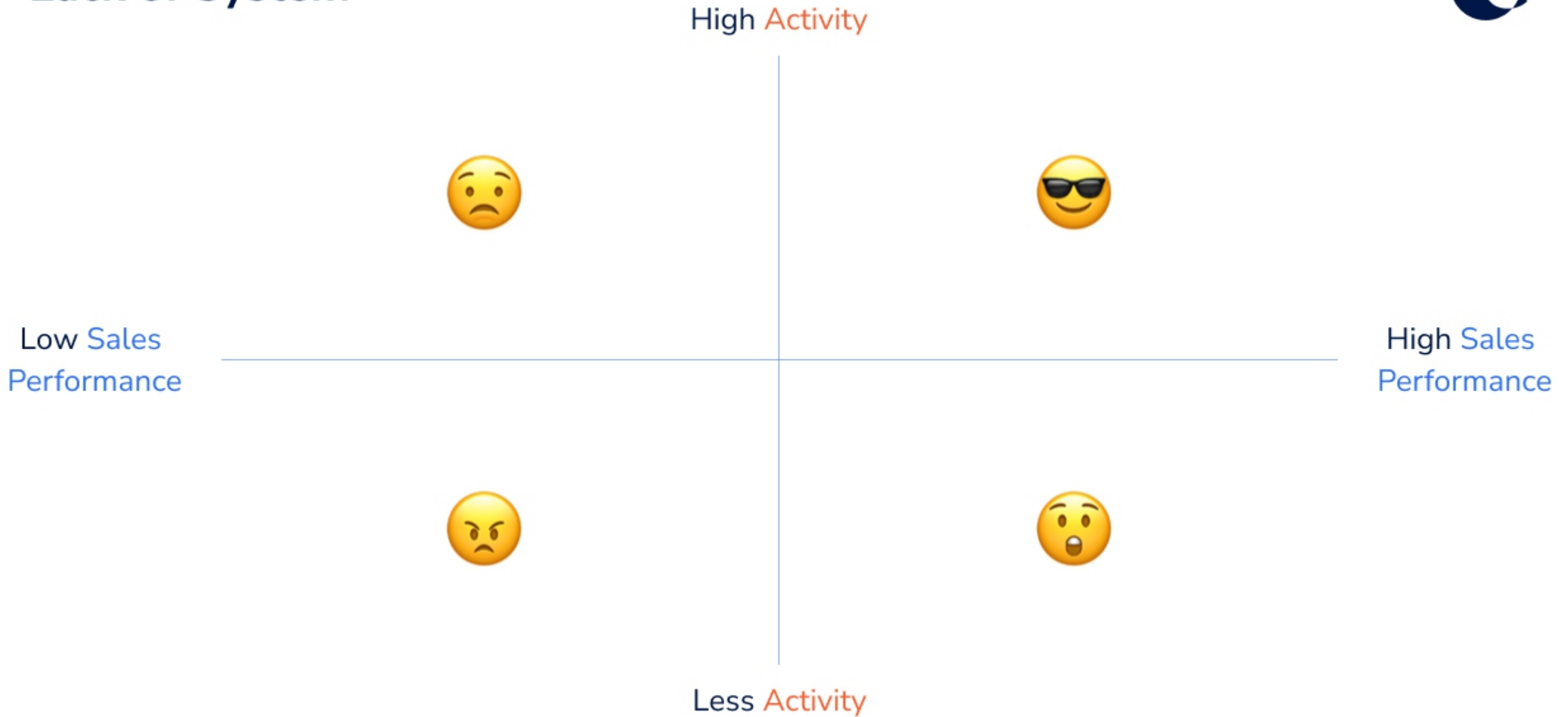
Sales 3.0
Marketing Suites



**Data Driven
Sales**

Sales 4.0
SFA's

Lack of System



Onboarding



Onboarding - 1 Week

Monitoring usage, helping whenever needed and continuing training

Going Live - 2 Days

Finalising Department structure and authorizations.
Giving training to users.

Analysis - 3 Days

Editing all data regarding POC.

POC - 1 Week

Demonstrating the product with a small team, implementing your process to the digital world. Editing forms, creating hierarchy and department structures.



400+ Happy Customers



Finance & Insurance

Construction Materials

Automotive & Spare Parts

Medical & OTC



SIGMADENT



LastikPark

FENNE
LABORATORIES
INNOVATIVE SOLUTIONS



FIRATPEN

PROMETEON

Asfarma
InternationalPharmaMarketing



NOVARTIS



Increase Productivity

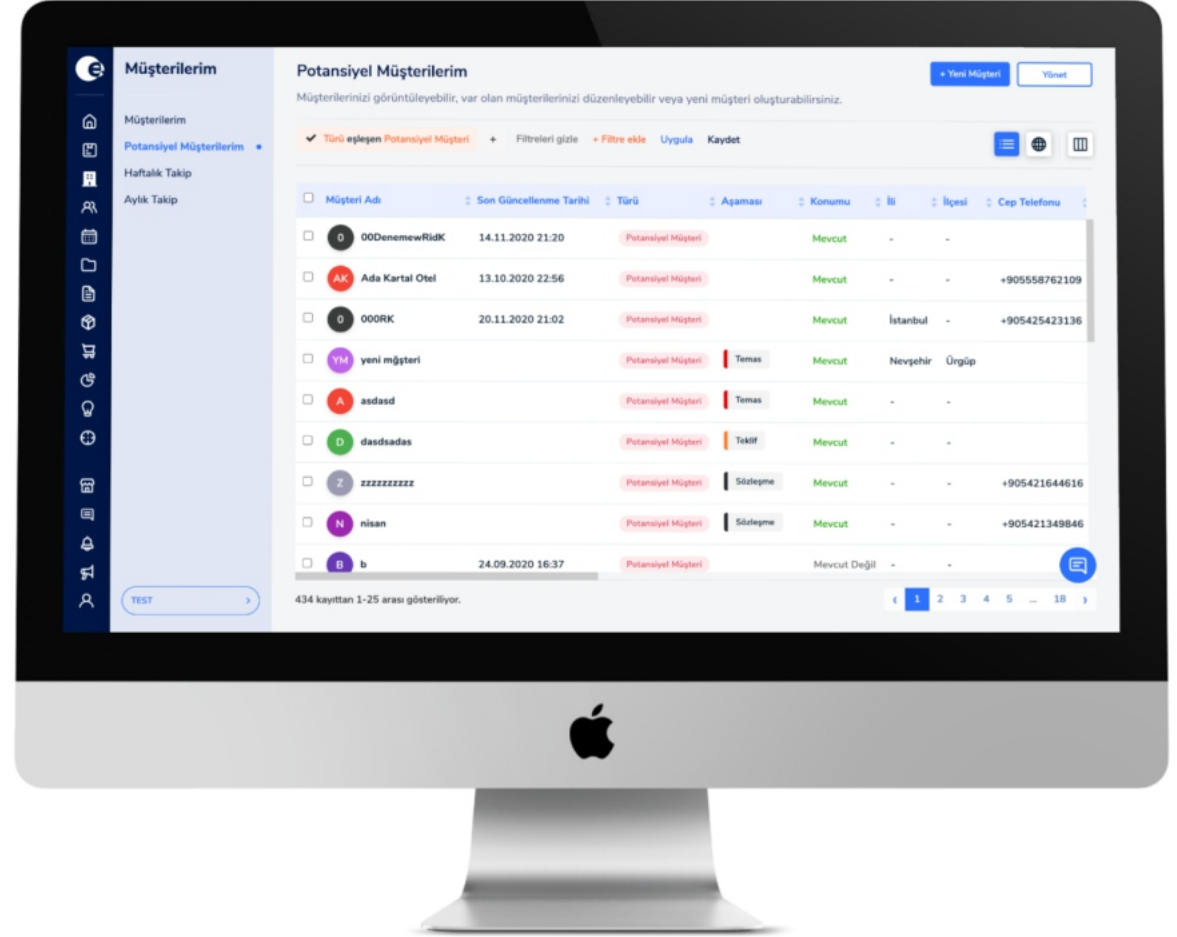
Save **4-8 Hours**

Per Sales Rep per week

%30 Customer Visits 

%25 New Customers 

%65 Processed Data 





THANK
YOU!

HAKSOFT DIGITAL SOFTWARE TECHNOLOGIES LTD.

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Digital Transformation & Sales 4.0