

Building an "EFFECTIVE" enterprise

"Deployment and usage of mobile phones for accessing EWA (Enterprise Wide Applications) is on increase due to wide coverage and economical communication costs"

Why mobile enable corporate information?

Mere availability of information within the organization is not enough. What is important is also to make the information available to the employees, partners and the customers immediately when required. Today enterprise information is available on the internet, but the mobile sales force and customers do not have the luxury to access internet. With the advent of mobile phones and growing popularity of messaging services like SMS, the data can be now made available on cell phones. Despite different requirements by SME and corporate users the SMS proves to be a leading wireless communication medium that can be managed and integrated easily with existing IT environments.

Bouquet of Corporate SMS applications

- Sales Force Automation
- Supply Chain Automation
- Management Information System
- Customer Relationship Management
- Enterprise Network Monitoring
- Mobile Office Applications (email etc.)

Sales Force Automation

In any organization, the field sales force is the most mobile. With **SMS enabled sales force automation**, the sales personnel, regardless of his location, can use his mobile phone to:

- Access information about price, product and stock to help him close the order/ deal on the spot.
- Access particular order status information to answer customer queries and thus have a more satisfied customer.
- Receives scheduled alerts about his sales performance to help him plan and manage his sales activity accordingly.
- Access customers/distributors order and payment track record to manage a customer better.

ValueFirst's USP

- 24 * 7 support
- Least time to market – deployment typically is done in one day
- The most scalable solution in the industry in terms of architecture
- Highly configurable products - processes can be configured on-the-fly
- Redundancy of servers with load balancing, failover mechanism and least cost routing
- Provider of Carrier-Class Value Added Services such as delivery reports and queuing in case of server breakdown
- Redundancy of operators by virtue of being connected to more than a dozen operators and aggregators international

ENTERPRISE MOBILE MESSAGING

Supply Chain Automation

Integration of SMS Solution into Supply-Chain management is a **low cost tracking solution**. The system can enable the following:

- Automatic SMS alerts if any product stock falls below critical stock level.
- Automatic SMS alerts for critical demand situation (i.e. demand exceeds inventory).
- Automatic SMS intimation for material dispatch.
- Using SMS to check stock of a particular item irrespective of the person's location.

Management Information System

SMS solution can be used effectively for following management information applications:

- Scheduled automatic **daily information capsule** to management members, irrespective of their location, by SMS containing vital business performance indicators, viz. consolidated order booking (for the day, month & year), invoicing, inventory value, production figures and payment collection etc.
- **Monitor real time sales figures** or any other business performance indicator (production, invoicing etc) at any time of the day, from anywhere, by sending a SMS query.

Customer Relation Management

One of the important aspects of managing customer relationship is to **'keep in touch' with customers** and send them regular updates/ information about various aspects of their relationship with the company. Depending on the type of business, some of the SMS applications that may be deployed to manage customer relationship are as follows:

- Billing/Invoicing and payment due alert SMS.
- Permits customers to access account information by SMS.
- Permit customers to use SMS to track status of their orders placed by them.
- Customer loyalty program information by SMS.
- Broadcast information to customers about special discount offers.
- Permit customers to track status of their complaints by SMS