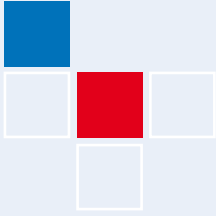


ICM

INTEGRATED CONTRACT MANAGER

The complete and versatile solution for the management of sales contracts at a bonus integrated into your information system.

ICM is the answer to the need of companies to be able to have a tool to monitor and promote the sales strategies through a bonus based on the achievement of targets of different types of clients (stores, buying groups, franchising, etc. ..) completely integrated into the existing information system. ICM manages the life cycle of a contract award from its definition, the amendment valid, the calculation of the forecast and actual premiums, provisions with the delivery schedule of bonus. ICM has been adopted by leading companies in their industry as a tool to implement sales and marketing strategies for success.



“The ICM experience shows that the main difficulties encountered in the implementation of a marketing strategy for success lies in the formalization, control and accounting of sales contracts at a bonus.”

ICM allows the definition of contracts very articulate about:

- Products, product types, families, business lines, and so on.
- Point of sales, buying groups, franchises, etc..
- Types of sale
- Tolerances on quantities, values, and so on.
- Seasonality
- Objectives based on rules, prizes and discounts
- Hierarchies of contracts

LARGE VERSATILE AND CONFIGURATION OF CONTRACTS

The strength lies in the ability of ICM configuration of a contract bonus, this could be defined by:

a) buying groups, individual clients, networks or franchising an 'aggregation of customers to share characteristics sales targets and discounts. The dynamic is such that customers who join, leave or be suspended from the group during the life of a contract, are automatically included or excluded in the calculation of the bonus for the only component of turnover of relevance.

b) objectives, the achievement of qualivienne calculated a prize. The objectives are defined using a set of criteria, called the rule of products, business lines, families, types of sales, product types, etc., Which identifies the turnover on which to measure the goal.

The target consists of one or more rules that can be used in both inclusion in exclusion.

The exclusion allows, for example, to separate from the lens the turnover of a set of customers, for some or all products of the objective and for a period which may not coincide with that of the contract. The same rule can be reused on contracts and different goals.

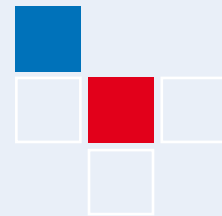
You can also define the tolerances on the value of sales than on the quantity of product. The tolerances may be common to all customers, or be broken down by type of customer, per customer, per contract or per-target.

DISCOUNTS, OBJECTIVES AND LENDING AWARDS

In addition to the rules (set of criteria), each lens has indicated the revenue target, the discount and the estimated value, even when the discount is unconditional: the estimated value will be used to evaluate the difference between the cost of a contract from the initial value provided .

The discount can be defined in a fixed value, in percent, in progressive scale or fixed in value or quantity of the product. It is also possible, using the brackets, define a minimum and a maximum above or below which no bonus is not paid. The discount can be unconditional while remaining bound to a target; in this case the goal is defined purely indicative.





It can also be defined as a target amount and a discount on a percentage of sales or vice versa.

In case of a contract of buying groups or franchise it is possible to define a common goal at all points of sale (PoS) of the group; in this case the objective specified in the contract is measured for each pdv, while the rewards can be recognized at the group or individual pdv with centralized billing or direct.

It is also possible to measure the objective on the group and pay the premiums for individual pdv: giving each pdv Award in proportion to its turnover. Excluding some pdv a contract for a specific period, they will be rewarded in proportion to their turnover during the period of membership of the group.

Prizes are paid through automatic issue of credit notes or receipt of invoices with customers, managing advances and deductions.



CALCULATION OF BUDGET AND PROVISIONS

During the life of a contract is always possible to calculate the projected cost of the contract, the sum of all premiums relating to the objectives achieved on the basis of consolidated sales and those planned according to seasonality.

You can get the estimated cost:

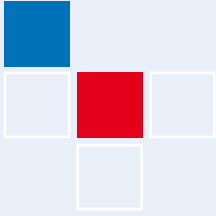
- with and without tolerance of all contracts,
- per customer category,
- for promotional campaign,
- for each contract.

The system manages provisions on premiums accrued, can be performed periodically for each contract, with the possibility of freezing the amounts.

Provisions can be calculated net of premiums already paid and are always accompanied by the expected value of the bonus at maturity. In the case of multi-year contracts may be referred to the value at the end of each year of the past and future.

ICM permette di:

- monitor in real time the status of contracts and objectives seats,
- assessed estimate the cost of promotional activities,
- calculate accruals during the life of a contract,
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- to inform customers of the status of achievement of the goals.



Integration and security

- ICM integrates smoothly with your computer system, acquiring information billing, master data and automatically generating credit notes to the achievement of goals.
- ICM is equipped with security functions on the data, their validation and the transactions executed by the different groups of users dynamically definable.

TECHNICAL NOTES

- ICM integrates environments E.R.P. information systems or existing owners through native connections or through simple export or import of data.
- The technologies used in ICM allow rapid deployment of customizations and extensions with minimal impact on costs.



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