

Solution Overview

Vision Retail Distribution

Integrated platform for Products and Services Suppliers



Vision Retail Distribution

Integrated platform for Products and Services Suppliers



Vision Retail Distribution

Integrated platform for Products and Services Suppliers

Sales Processes:

- Lead generation
- New clients acquisition
- Up Sales, Cross sales, Renewal and Renegotiation

Contracting and Operational Processes - are applied to existing clients base and consist in:

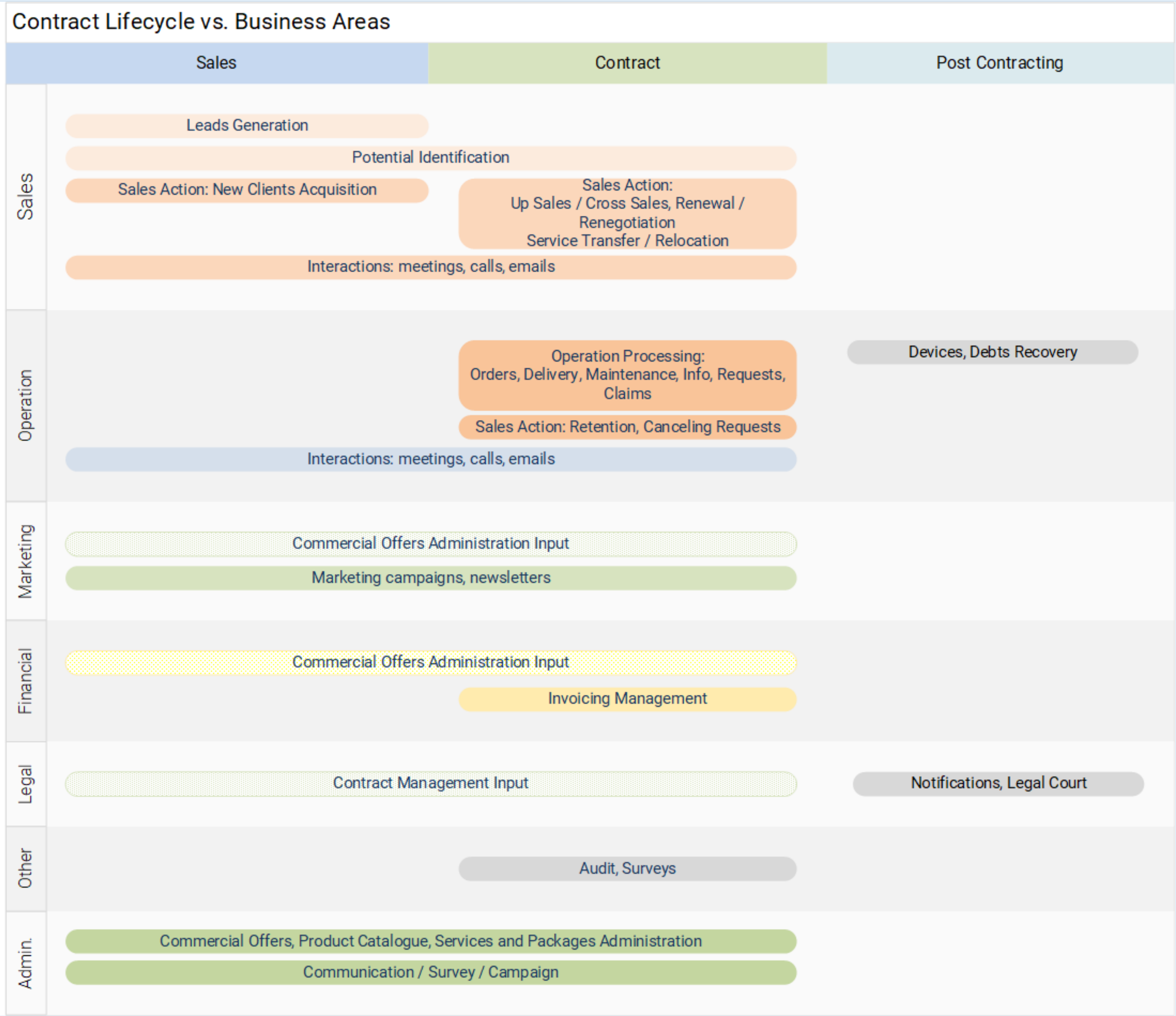
- Approach based on clients segmentation
- Portfolio Management Activities
- Clients Portfolio Risk Assessment
- Specific operational: Orders, Delivery, Maintenance, Info, Requests, Claims, Customer Service, Development, Collection and Retention activities

Post-contracting Processes - cover cancelled contracts and past customers:

- Cancelled Contracts
- Past customers

Administrative Processes - complex mechanism for automation control of the commercial offering based on predefined parameters, rules and level of authority:

- Service catalogue administration
- Pricing catalogue administration
- Commercial offers administration
- Contract models management
- Commercial parameters



Customer Self Service



vision

Wholesale Distribution

Furnizori

Comenzi Furnizor

Management Furnizori

Initiata

Finalizata

vision

Wholesale Distribution

CUSTOMER PORTAL

Client

Enquiries

Offers

Orders

Confirmed Orders

Feedback

Stock

Reports

New Enquiry

Enquiry

Offer

Order

Confirmed Order

Details

Documents

Client

TOP CONSTRUCTIONS SRL

Number

5423

Observations

The products will be delivered on construction site not later than 1.10.2020

Delivery Address

Sun City, Main Street, no 98, Romania

Name

Upload Date

Product requirements specs.pdf

10/9/2019

Product details.pdf

10/9/2019

Delivery Details.pdf

10/9/2019

Other Specs.pdf

10/9/2019

demo.pdf

10/9/2019

Enquiry Positions

Article name

Choose Article

Delivery Deadline

Quantity

M.U.

Observations

ITM23345435

Client product code

PRD32234

Hexagonal drawn bar 17 mm 11SMn30

10/31/2019

25

KG

the product will be delivered in pax with 8 items

OP0014437

Client product code

PRD324234

Stainless steel hexagon bar 30 mm W1.4301

10/30/2019

23

KG

the product will be delivered in pax with 8 items

Download Excel Template

Upload

Add new position

Download

Send

Save as draft

10:30

AB

Adrian Bratu

Adrian.Bratu@vision.ro

RECENT

Recruitment

Candidates

VISION 365 - CLIENTS

Product Catalogue

Leads

Opportunities

Sales Quote

Contacts

Accounts

Contract

Sales Order

Delivery Notes

City

București

București

București

București

București

București

Pitești

București

Pitești

Pitești

Pitești

București

Pitești

București

© Copyright Vision 2019

Provide customers with highly personalized, interactive service on the Web. Allow them to easily interact with your company and access their information including contracts, financial statements, support cases, and more. Communicate with customers and work more efficiently.

vision
technology



Vision Retail Distribution Customer Portal

- Customer profile
- Contract Management
- Offering
- Ordering
- Delivering
- Invoicing
- Stock availability with shopping cart
- Automation
- Reports

Customers can update their own profiles, request offers, view their order history, check their order status and place new orders around the clock. Provide helpful tools to allow your customers to see all the relevant information about their interaction and perform account-related activities online

Customer Portal

Key Features

Offer Request

Initiate offer request. Fill in delivery location, special requirements, items, quantity. Items details. Automatic upload requested items from excel file.

Offer Management

Visualize, approve or ask modification of the offer request response: total price and price details, credit limit, commercial terms, items price, delivery date and details, payment method, transport and product certification, etc.

Ordering

Approve offer and transform it into order. Modify item quantity and other details. Generate and download order documents: proforma invoice, order details, etc.

vision

Wholesale Distribution

CUSTOMER PORTAL

Client

Enquiries

Offers

Orders

Confirmed Orders

Feedback

Stock

Reports

ro en
Client

New Enquiry

Enquiry

Offer

Order

Confirmed Order

Closed Order

Details

Client
TOP CONSTRUCTIONS SRL

Number
5421

Observations

Delivery Address

Documents

Add document

Name	Upload Date	Uploaded By
Product details.pdf	10/9/2019	
Delivery details.pdf	10/9/2019	
Payment Warranty.pdf	10/9/2019	
Product picture.pdf	10/9/2019	

Enquiry Positions

Download Excel Template

Upload list from Excel

Add new position

Delete all selected items

	Article name	Choose Article	Delivery Deadline	Quantity	M.U.	Observations
<input type="checkbox"/>	<div>Client product code</div>	Beams IPE 240 mm S355J2	10/24/2019	15	KG	the product will be delivered in pax with 8 items
<input type="checkbox"/>	<div>Client product code</div>	Beam UNP 100 mm S355J2	10/30/2019	45	KG	the product will be delivered in pax with 8 items

Add new position

vision

Wholesale Distribution

CUSTOMER PORTAL

Client

Enquiries

Offers

Orders

Confirmed Orders

Feedback

Stock

Reports

ro en
Client

Available limit(EUR)

Client Code
22-AS-89976

Offer Number
22-AS-89976-OF3442

Date
10/16/2019

Approval level

View Enquiry

Deadline and Tool for Payment

Transport type

Certificate Type

Observations

Delivery Address

Offer Availability

Offer Articles

#	Article name	Itemkey	Choose Article	Delivery Deadline	Quantity	M.U.	kg/um	Sell Price (€/M.U)	Value without VAT (€)	Observations	Approval
<input type="checkbox"/>	1	Client product code	HB073705000B	Hexagonal bar 50 mm 11SMnPb37	10/29/2019	14	KG	1 €/ton 3445000	3445	48230	<input type="radio"/> Yes <input type="radio"/> No
<input type="checkbox"/>	2	Client product code	RB713104000	Round bar 16MnCr5 - diam. 40 mm (EN10060)	10/24/2019	10	KG	1 €/ton 65456000	65456	654560	<input type="radio"/> Yes <input type="radio"/> No

Total quantity: 24

Total € (without VAT): 702790

Total RON (without VAT) : 3383933.85 according to the CITY course: 4.815 RON/€

TOTAL transport value (RON) 1.1

Feedback

The customer can add specific feedback regarding interaction with the distributor, including specific documents.

Stock

Visualize stock and add items in the shopping cart to further transform it into offer request

Reports

Access all your commercial activity with the distributor in one-place.

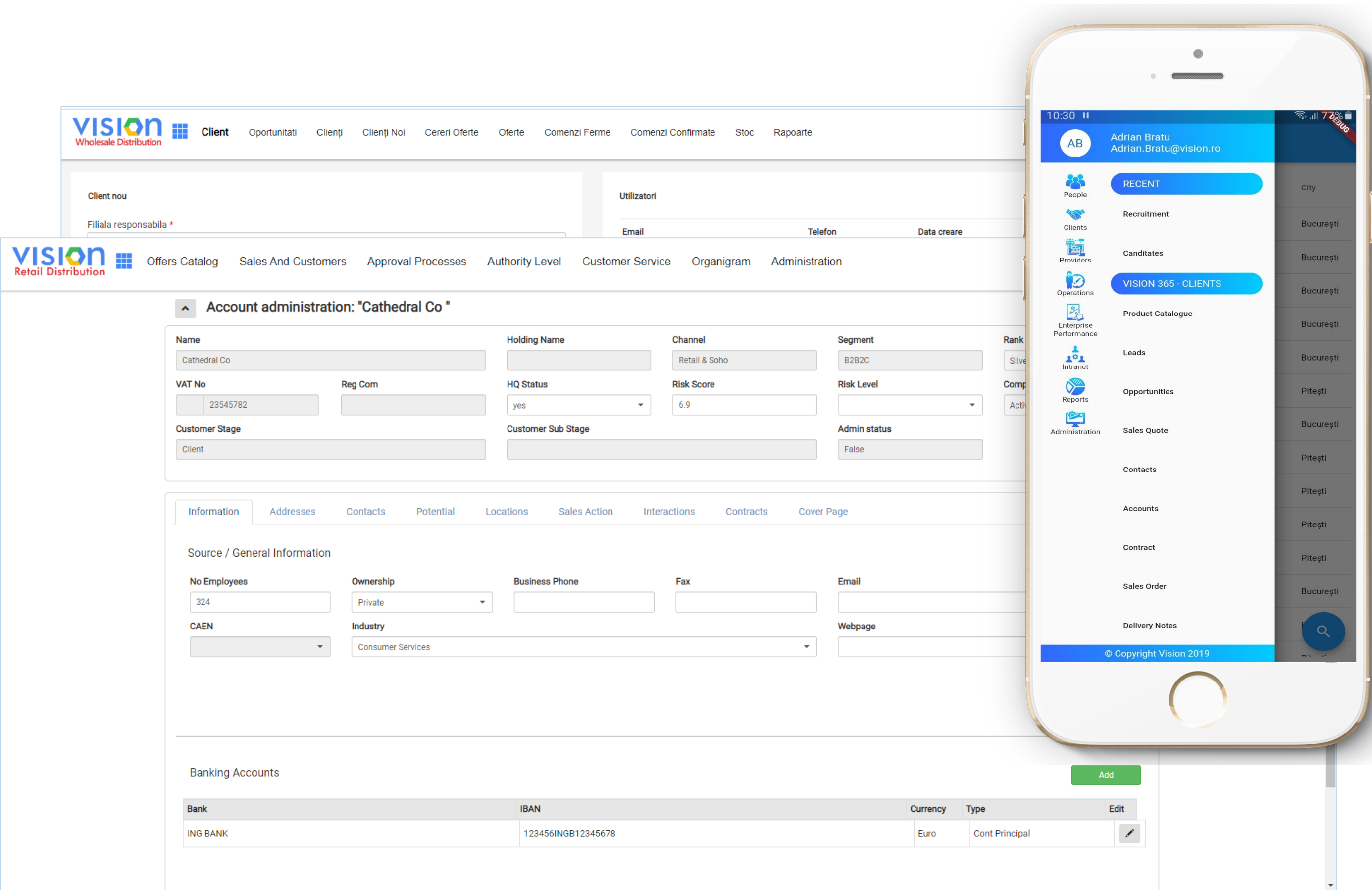
Notifications

Get notification regarding an offer request response submitted, offer approval, delivery date changing, etc.

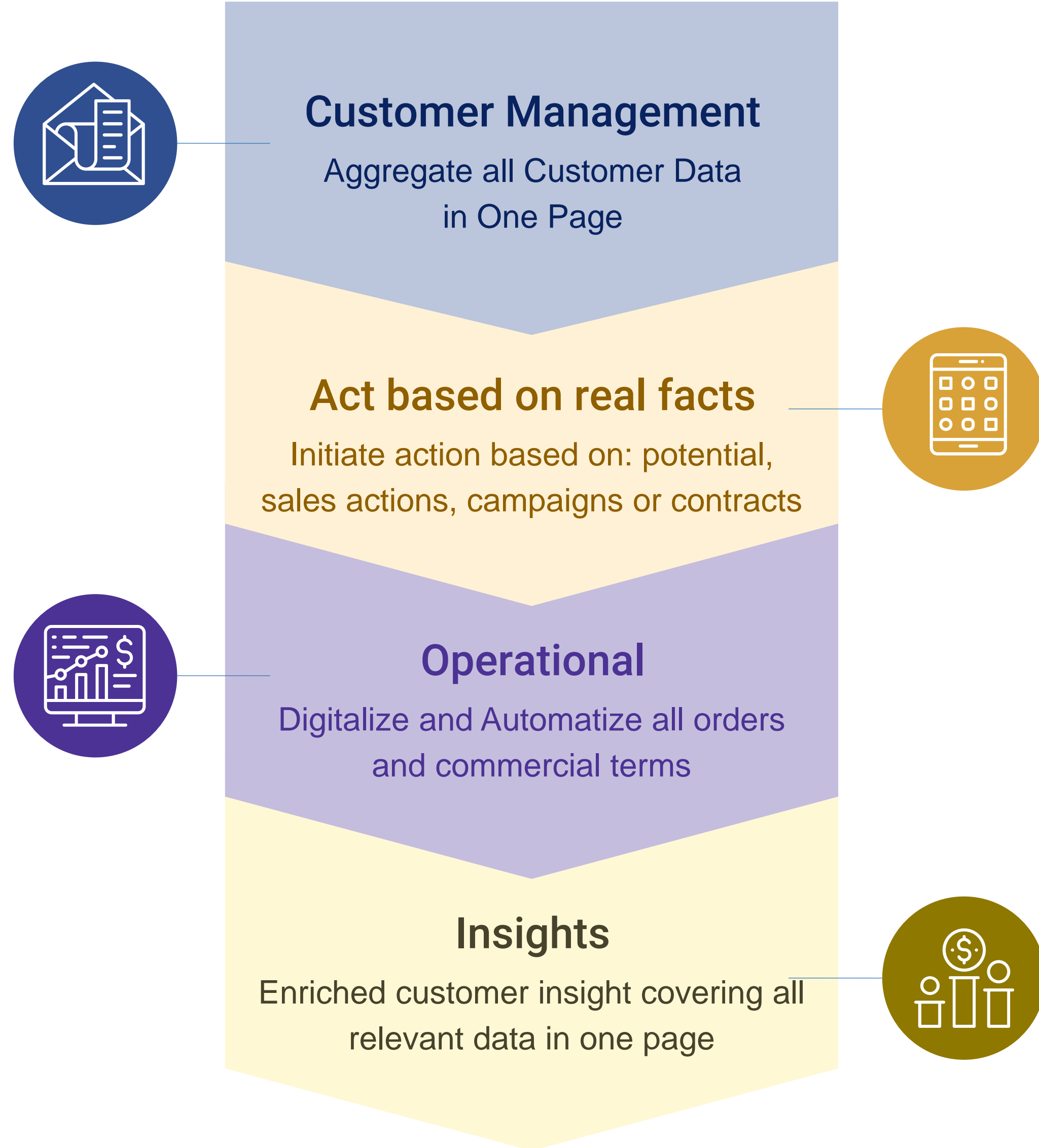
Vision Retail Distribution\ Customer Portal

vision
technology

Sales and Client Management



Automate the sales process and optimize the demand and supply lifecycle. Focus on what your customer needs avoiding wasting time and resources.



Vision Retail Distribution Sales and Client Management

- Lead and prospect capture, qualification and transfer
- Client single view page aggregating all relevant data
- Client Information
- Addresses
- Contacts
- Selling Potential
- Locations
- Interactions
- Contracts
- Customer Insights

The client page is the starting point of every action: based on customer insights, regarding locations, purchase potential existing contracts, etc., the user will initiate various actions like sales action or interaction

Customer Single Page

Key Features

Information

Manage customer general data like: No of Employees, Ownership, Contact data, Industry, Web Page.

Addresses and Contacts

Manage customer addresses and contact persons

Locations

Complex locations management feature: allow to manage all customers locations with specific and custom attributes like no of users, no of devices, etc.

Customer Insights

Aggregates all customer data and facts in on page covering: summary, customer general information, Contracting period and main dates, contract content, specific legal statements applied to this customer, prices, products and services vs. location structure

Account administration: "Cathedral Co "

Information

Addresses

Contacts

Potential

Locations

Sales Action

Interactions

Contracts

Cover Page

Source / General Information

No Employees

Ownership

Business Phone

Fax

Email

CAEN

Industry

Webpage

324

Private

Consumer Services

Save

Banking Accounts

Add

Bank	IBAN	Currency	Type	Edit
ING BANK	123456INGB12345678	Euro	Cont Principal	

Account administration: "Cathedral Co "

Information

Addresses

Contacts

Potential

Locations

Sales Action

Interactions

Contracts

Cover Page

Filter Sales Action Category

Filter Sales Action Status

Filter Sales Action Stage

Filter

	Name	Type	Status	Stage	Created Date	RecSPr	ReqSPr	AppSPr	Edit
<input type="checkbox"/>	Modificare BS	Change Request	Open	Analysis	5/11/2018	29.81	29.81		
<input type="checkbox"/>	WFH Supplementary Services	New Opportunity	Open	Analysis	4/27/2020	38.49	38.49		
<input type="checkbox"/>	Transfer to new location	Service Relocation	Open	Relocation Configuration	4/27/2020	0	0		
<input type="checkbox"/>	Contract prolonging	Contract Prolonging	Open	Analysis	4/27/2020	38.49	38.49		

There are no selected sales actions!

Refresh Prices

New Opportunity

Cancel Request

Transfer/Relocation

Change Request

Contract Prolonging

Contract Suspension

Sales potential

Administrate the sales potential across entire contract lifetime and business areas. Generate and qualify potential either as sales person or as operational \ delivery staff.

Sales Actions

Automate the sales process by transforming potential in sales or register new any new type of sales: New opportunity, transfer, contract change, prolonging or suspension

Interactions

Fully integrating interaction management module enabling Omnichannel interaction type: call, meeting, email, etc.

Contracts

Administer customer contracts including: locations, commercial parameters (invoicing period, duration, payment term, currency, etc), contract statements, pricing, etc.

Vision Retail Distribution\ SFA and Client Management

vision
technology

Approval Process

Key Features

Integrated Approval Process

The platform allow activation of approval gates according with each company internal policy.

The approval gates are triggered according with:

- escalation of the standard term (commercial, delivery, device, product)
- customer insight
- on request

The approval gates is related to:

- Client approval
- Sales/Contract approval
- Contract approval

vision

Retail Distribution

Offers Catalog

Sales And Customers

Approval Processes

Authority Level

Customer Service

Organigram

Administration

ro en

Daniel Matea

Contract Statements Approval

#	Type	Initial Content	Requested Content	Approved Content	Actions
1	Modify	Durata inițială a Contractului este de 3, începând cu data semnării acestuia. La expirarea acesteia, durata Contractuală se va putea prelungi tacit cu noi perioade a câte 12, dacă nici una dintre părți nu	Durata inițială a Contractului este de 3, începând cu data semnării acestuia. La expirarea acesteia, durata Contractuală se va putea prelungi tacit cu noi perioade a câte 12, dacă nici una dintre părți nu		<div>Approve</div> <div>Reject</div> <div></div>
2	Modify	Achitarea contravalorii abonamentului și a tuturor obligațiilor de plată se vor efectua în maxim 45 zile de la data emiterii facturii, în contul bancar menționat pe facturile emise de Furnizor.	Achitarea contravalorii abonamentului și a tuturor obligațiilor de plată se vor efectua în maxim 45 zile de la data emiterii facturii, în contul bancar menționat pe facturile emise de Furnizor. Customizat		<div>Approve</div> <div>Reject</div> <div></div>
3	Remove	Data primirii facturilor de către Abonat pe adresa sa de e-mail va fi considerată data la care facturile au fost efectiv trimise de către Furnizor, Abonatul fiind singurul responsabil de menținerea valabilității			<div>Approve</div> <div>Reject</div>

#	Type	Initial Content	Requested Content	Approved Content	Actions
1	Modify	Durata inițială a Contractului este de 3, începând cu data semnării acestuia. La expirarea acesteia, durata Contractuală se va putea prelungi tacit cu noi perioade a câte 12, dacă nici una dintre părți nu	Durata inițială a Contractului este de 3, începând cu data semnării acestuia. La expirarea acesteia, durata Contractuală se va putea prelungi tacit cu noi perioade a câte 12, dacă nici una dintre părți nu		<div>Approve</div> <div>Reject</div> <div></div>
2	Modify	Achitarea contravalorii abonamentului și a tuturor obligațiilor de plată se vor efectua în maxim 45 zile de la data emiterii facturii, în contul bancar menționat pe facturile emise de Furnizor.	Achitarea contravalorii abonamentului și a tuturor obligațiilor de plată se vor efectua în maxim 45 zile de la data emiterii facturii, în contul bancar menționat pe facturile emise de Furnizor. Customizat		<div>Approve</div> <div>Reject</div> <div></div>
3	Remove	Data primirii facturilor de către Abonat pe adresa sa de e-mail va fi considerată data la care facturile au fost efectiv trimise de către Furnizor, Abonatul fiind singurul responsabil de menținerea valabilității			<div>Approve</div> <div>Reject</div>

Approve all

Reject all

Contract Number

CTR/HBB/BUC/3628922

Version Number

7

Client Name

Alin

City

ORAS MIOVENI

Client Status

Client Address HQ

str. G. Cosbuc nr. 5 bl. 6 sc. 2 ORAS MIOVENI Arges

County

Arges

Contact

Ionescu Ion

View Contact

Validate

Need Info

Reject

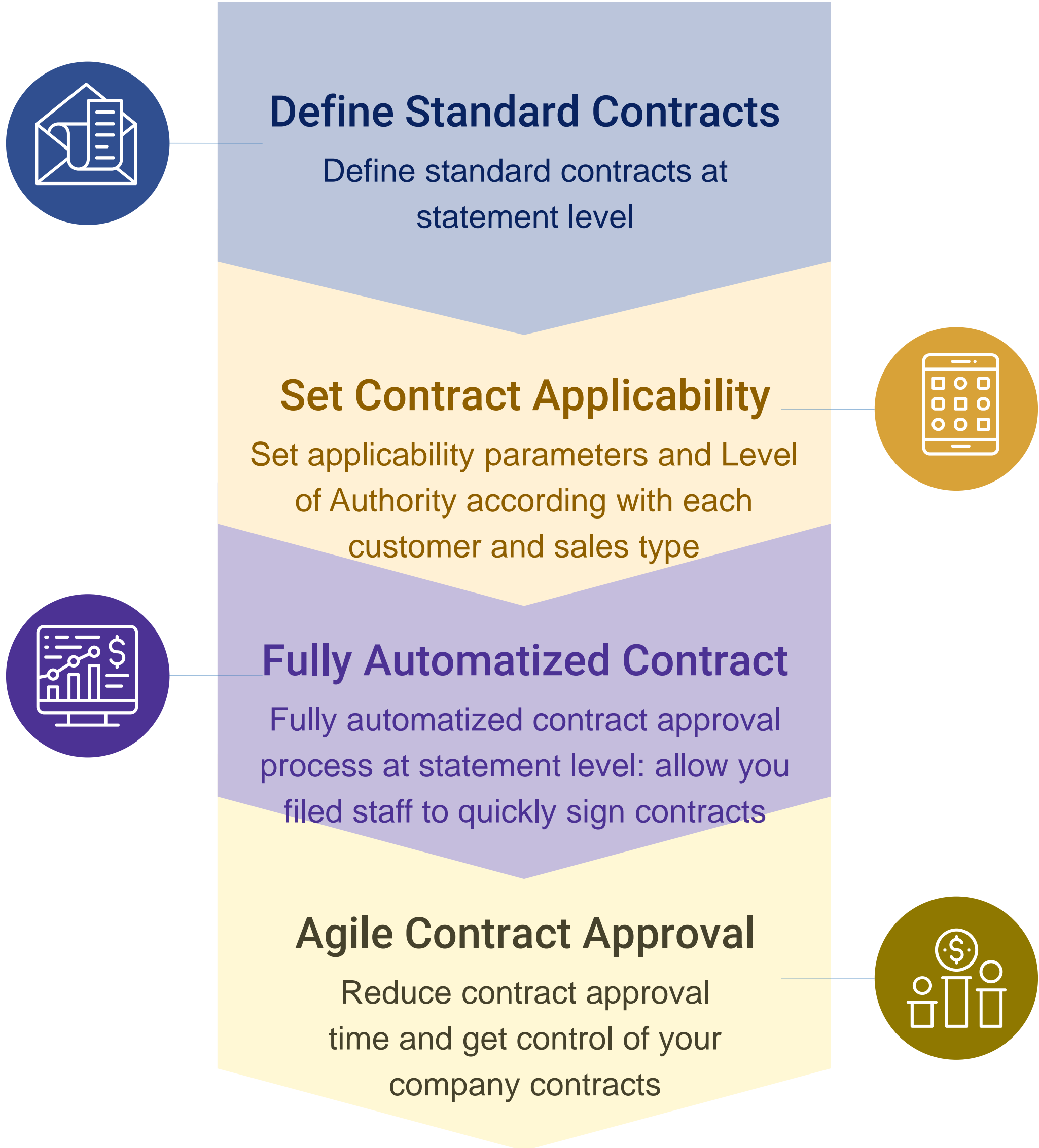
A close-up photograph of a person's hand holding a pen, poised to sign a document. The document is a 'DELIVERY RECEIPT' form, which includes fields for 'Company Name', 'Company Address', 'City, State, Zip Code', 'Phone', 'Email', 'Website', 'Customer Name', 'Address', 'City/State/Zip', 'Phone', and 'Number of Packages'. A black payment terminal with a screen and a numeric keypad is placed on top of the receipt. The background is a blurred white shirt. The overall scene suggests a delivery or transaction process.



Digitalize and automate the contract generation and approval process. Improve contracting control and optimize contracting resources.



Digitalize and automate the contract generation and approval process. Improve contracting control and optimize contracting resources.



Vision Retail Distribution Contract Management

- Contract Management
- Contract configuration at statement level
- Dynamically include commercial parameters in contract content
- Level of authority approval process
- Automation
- Automatic contract generation

Optimize and automatize the contract generation and approval: define standard model and rollout based on dynamics parameters regarding each type of customer and service

Contract Configuration and Automatic Generation

Key Features

Contract Content

Organize the contract content in chapters and subchapters in arborescent structure. Add statements to each chapter. Associate each statement to a Service Category, Client Segment and Action Type.

Dynamic Content

Define and use in contract dynamic content through parameters such as invoicing period, contract duration, value, etc.

Structured Content

Associate each Chapter and statement for a specific document like Additional Annex or Main Contract.

vision

Retail Distribution

Offers Catalog

Sales And Customers

Approval Processes

Authority Level

Customer Service

Organigram

Administration

ro

en

Daniel Matea

Contract Chapters Administration

Chapters

Definitions

Prio.	Chapter	Section	End Date	Filter
			Show active	
1	DEFINITIONS. SUBJECT OF THE CONTRACT	Body		
1	DEFINITIONS:	Body		
2	SUBJECT OF THE CONTRACT	Body		
4	ACCEPTANCE OF INVOICES	Body		
5	TRANSMISSION OF INVOICES	Body		
6	METHODS OF PAYMENT AND PENALTIES	Body		
7	INSTALAREA-LIVRAREA	Body		
8	OBLIGAȚIILE ABONATULUI	Body		
9	OBLIGAȚIILE FURNIZORULUI. LIMITAREA RAS...	Body		
10	RETURNAREA ECHIPAMENTELOR PROPRIETA...	Body		
11	UTILIZARE ECHIPAMENTE	Body		
12	ÎNCETAREA CONTRACTULUI	Body		
13	PENALTY CLAUSE	Body		
14	Force Majeure	Body		
16	FINAL AND TRANSITIONAL PROVISIONS	Body		
18	Prices and Tariffs applied	Anexe pricing		

Chapter

SUBJECT OF THE CONTRACT

Priority

2

Section

Body

End date

Type

1Tab

Parent

DEFINITIONS. SUBJECT OF THE CONTRACT

Document Type

Additional Contract Modification ✕
New Contract - Subscription ✕

Save

Cancel

Delete

Generate Draft

Statements

Definitions

Show active

Add

Prio.	Name	Content	End Date	Commercial Parameter	Options
1	Subscription details	Product supply, Company Name brand water, pro...		invoicing period	
1	Sale number of cans	the sale of the number of cans required for the ful...			
1	Included services	Depending on the needs, the following services ar...			
2	Temporary custody	leaving in temporary custody a number of water-c...			
2	Services provided	Depending on the needs, the following services ar...			
2	Sale number of supports	Optionally, sale of the number of cup holders acc...			
5	Service	service for the entire duration of the Contract.			

Prev

20

Next

Automatic Contract Generation

The contract is automatically generated based on customer locations, commercial parameters, available statements for respective client. At generation time the user can add new or modify existing statement according with level of authority.

[CTR_HBB_BUC_3628922].pdf

1 / 6

deschis la banca Banca straina, legal reprezentata prin Dl./Dna Ionescu Ion, avand functia de administrator, denumit in continuare ABONAT.

Art. 1. DEFINIȚII. OBIECTUL CONTRACTULUI

1.1. DEFINIȚII:

NR	TERMEN	DEFINIȚIE
1	Contract	Clauzele prevăzute în prezentul Contract, Anexele la Contract precum și Condițiile comerciale generale ale Furnizorului care pot fi accesate pe site-ul www.Produs.ro .
2	Client	Persoana fizică, persoană fizică autorizată sau persoana juridică care a încheiat un Contract cu SC Produs S.R.L. și care beneficiază de serviciile acesteia. Clientul poate purta denumirea de ABONAT, BENEFICIAR, CUMPĂRĂTOR.
3	Produs	Oricare dintre următoarele bunuri furnizate Abonatului: apă îmbuteliată sub marca La Fântâna precum și orice alte produse complementare (ex:pahare de unică folosință)
4	Bidon	Ambalaj de polycarbonat cu capacitate de 19 litri în care este îmbuteliată apa sub marca Produs.
5	Doze	Bidoane cu Produsul apa marca Produs
6	Water-cooler cu SIP	Echipament de încălzire și răcire necesar consumului de Produs ambalat în bidon dotat cu Dispozitivul SIP pentru igienizare
7	Dispozitivul SIP	Un sistem inovator care igienizează automat rezervorul de apă al aparatului, de regulă în fiecare noapte. Programarea Dispozitivului SIP se va realiza de Furnizor în funcție de solicitarea Abonatului.
8	Pachet servicii apă	Totalitatea serviciilor de abonament asigurate de Furnizor, cuprinzând: furnizarea Produsului, apă marca Produs, lăsarea în custodia temporară a water-coolerelor cu Dispozitiv SIP necesare consumului de Produs, igienizarea automată a tuturor water-coolerelor, transportul, instalarea, Service și Revizia anuală a water-coolerelor.
9	Comanda	Solicitarea fermă a Abonatului pentru executarea livrării de Produs. Aceasta se realizează la numărul unic de tel 021.2021.200, prin contul clientului accesibil prin intermediul www.Produs.ro sau la comenzi@Produs.ro.
10	Consum 0 (zero)=	Lipsa comenzilor de produs din partea Abonatului sau ratarea livrării din culpa Abonatului.
11	Consum suplimentar	Orice comandă lunară emisă de Abonat după epuizarea cantității prevăzute în Contract.
12	Service	Repararea și menținerea echipamentelor/aparatelor în stare de funcționare pe parcursul derulării Contractului
13	Revizie anuală	Verificarea echipamentelor Water-cooler cu dispozitiv SIP și menținerea acestora și a componentelor sale în stare de funcționare pe parcursul derulării Contractului.

1.2. OBIECTUL CONTRACTULUI



Streamline operations, improve efficiency and delivery, and reduce costs with automated technologies that increase productivity by leaps and bounds.

Operation

vision
Retail Distribution

Offers CatalogSales And CustomersApproval ProcessesAuthority LevelCustomer ServiceOrganigramAdministration

ro enDaniel Matea

Cathedral Co

Activa

Client

Ungureanu

Contracts for selected Entity

Contract No.	Description	Type	Start Date
CTR/HBB/BUC/779	S: Apa Imbuteliata	Contract	5/11/2018

Add / Edit Order

Order No.
Order No.

Plan Date
4/30/2020

Status
.CTR/HBE

Contract No.
CTR/HBB/BUC/7739

Contract Status
Active

Credit Limit
Credit Limit

Location
Sediu

Billing To
Billing To

Delivery Address
Luminii; nr. 1; bld. 1; sc. 1

Complementary	UoM	Incl. Qty	AvSubsc	AvReport	Ordered	FromSu...	FromRep	Extra	Curr	Exch	Price
BOTT.MR.CREAM SUP.QUAL.COFFEE		0	0	0	2	0	0	2		1	0
Coffee Cooler		0	0	0	4	0	0	4		1	0

SubTotal
0

VAT
0

Total (+VAT)
0

Credit Limit Status
Credit Limit Status

Total Sold
Total Sold -

Min Unlock Amount
Min Unlock Amount -

☐Cashin on delivery?

Amount to Cashin
Amount to Cashin

Delivery Method / Logistic Route

Routing Method

Delivery Hour Interval
Delivery Hour Interval

Planned Date
Planned Date

Bottles to replace
B

Comments

Warehouse Management

Denumire produs
Tabla laminata la cald 3*1250*2600 mm
Tabla laminata la cald 3*1500*3000 mm
Teava patrata 25*25*2 mm S235JR EN
Teava dreptunghiulara 120*60*6 mm S
Teava sudata de constructii 1 1/2" (48.3
Bara rotunda trasa diam. 16 mm h9 C35
Bara rotunda trasa diam. 25 mm h9 S35
Bara rotunda trasa diam. 16 mm h9 S35
Bara rotunda trasa diam. 55 mm h9 S35
Teava patrata 30*30*3.0 mm S235JR E

InapoiRefresh

2:17 PM

DATALOGIC

SCAN

F1<F2>F3V>F4

1F12F23F3Esc

4F45F56F6Tab

7F78F89F9ENT

0F10F11F12F13

A/B/C/D/E

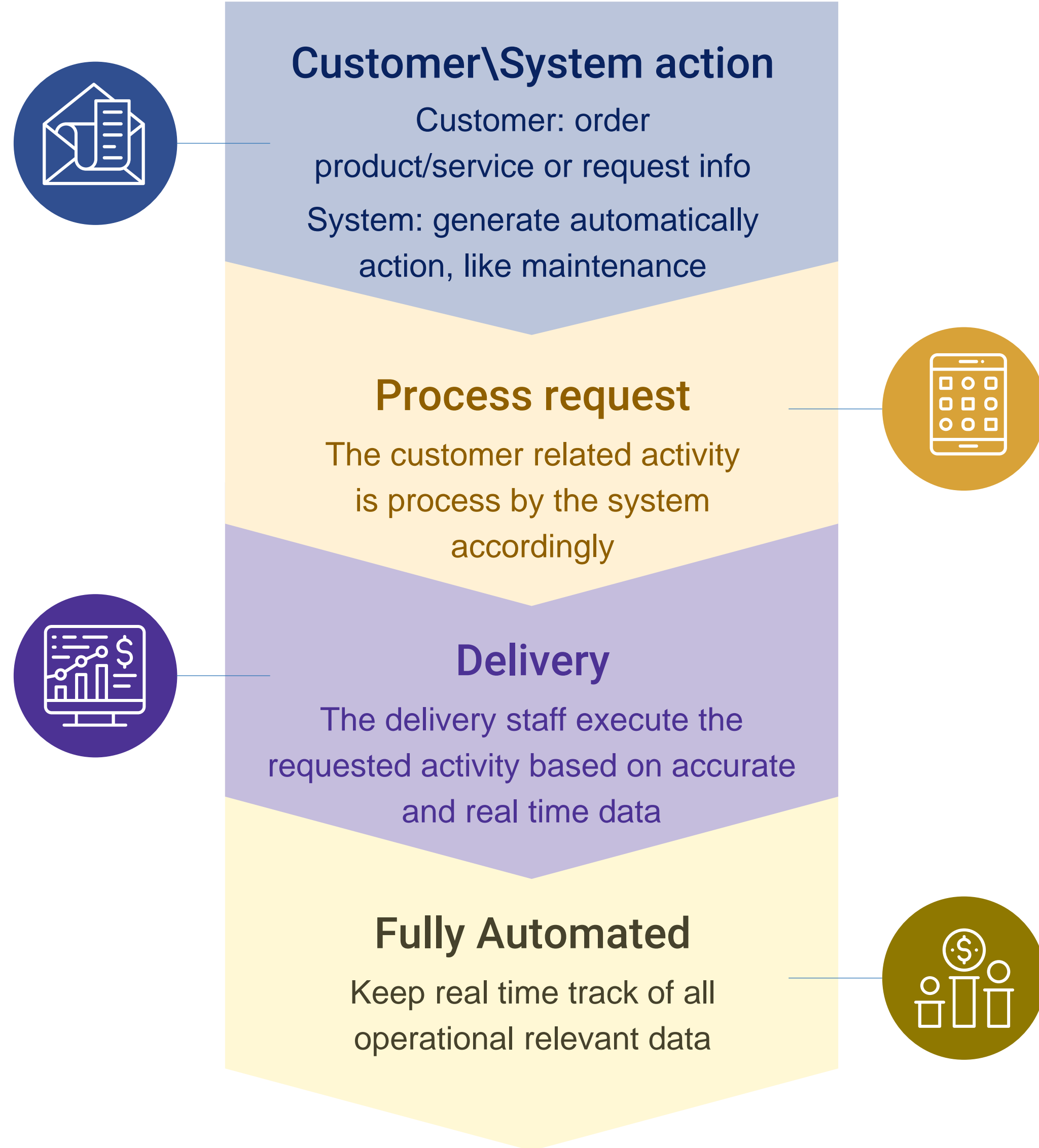
F/G/H/I/J

K/L/M/N/O

P/Q/R/S/T

U/V/W/X/Y

ZF14F15F16F17F18F19F20F21F22F23F24



Vision Retail Distribution Automatized Operations

- Ordering: ordering, operational request, contract
- Delivery: delivering, service/maintenance, parts
- Customer Service and Call Center: information request, complaints
- Specific information available: events, quick actions, interaction Info

From order to delivering and collection: the operational module is covering the entire lifecycle of any customer action.

Complex features and customizable workflows enable your company to control and automate the operational related processes.

Operation module covers the entire lifecycle regarding a customer request.

Single Page

Key Features

User Experience

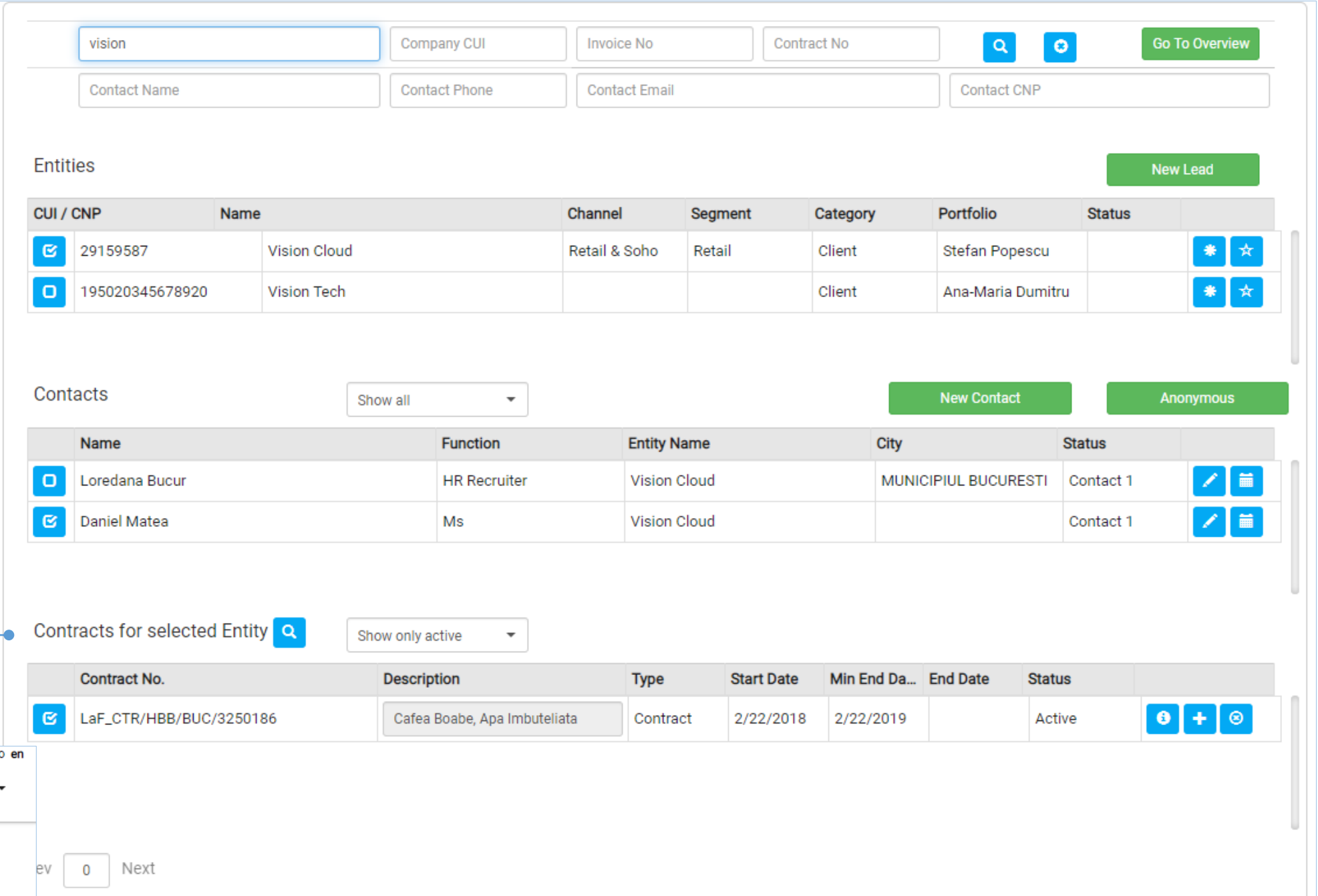
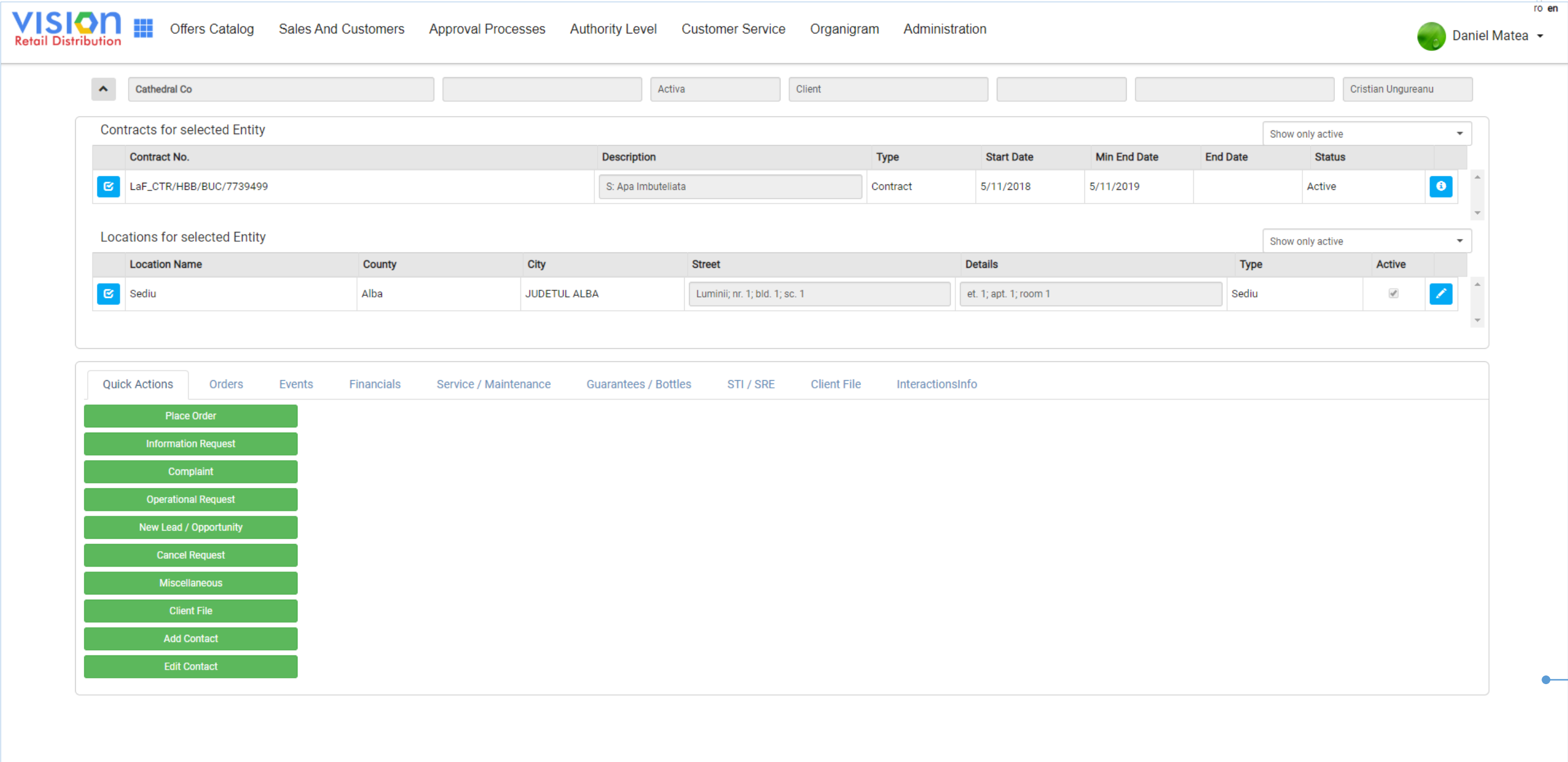
The entire platform was designed in such way to enable user to access any information or feature with less possible clicks and navigation steps.

Easy Party Identification

Complex search mechanism: smart search functionality, looking in the entire database and returning correlated results.

Launch action directly from search results

The application allow launching quick actions directly from search results screen reducing the operation time.



Customer Service Page

The interface for customer service users was specially designed to enable quick answers and easy access at any information with minimal navigation steps:

- Place order
- Administrate events
- Get information regarding Services, maintenance and warranties
- Access Client File
- Manage interactions

Automation

Key Features

Reception

Control your providers delivery based on automatic identification of ordered items versus delivered items using handheld device with custom application. Generate barcode labels for each item and attach the manufacturing specs in order to enable full traceability of items,

Delivery

Control the products delivered to your customer by automatic identification of the delivered items versus leaded items using handheld device with custom application, with full traceability

Stock

Keep real time track (identified products, loaded products, delivered product) of your stock

VISION

Retail Distribution

Offers Catalog

Sales And Customers

Approval Processes

Authority Level

Customer Service

Organigram

Administration

ro en

Daniel Matea

Cathedral Co

Activa

Client

Cristian Ungureanu

Contracts for selected Entity

Show only active

Contract No.	Description	Type	Start Date	Min End Date	End Date	Status
CTR/HBB/BUC/779	S: Apa Imbuteliata	Contract	5/11/2018	5/11/2019		Active

Locations for selected Entity

Show only active

Location Name	County	City	Street	Details	Type	Active
Birou	Alba	JUDETUL ALBA	Luminii; nr. 1; bld. 1; sc. 1	et. 1; apt. 1; room 1	Punct de lucru	<input checked="" type="checkbox"/>
Sediu	Alba	JUDETUL ALBA	Luminii; nr. 1; bld. 1; sc. 1	et. 1; apt. 1; room 1	Sediu	<input checked="" type="checkbox"/>

Quick Actions

Orders

Events

Financials

Service / Maintenance

Guarantees / Bottles

STI / SRE

Client File

InteractionsInfo

Send Water BA

New Order

Order No.	Location	Created On	Planned Date	Delivery Date	Invoice No	Amount	Status
	CTR/HBB/BUC/7739 - Sediu	4/27/2020	4/30/2020	tba 04/01/2012	tba 1234/2012	0	Pending

Add / Edit Order

Order No.

Plan Date

Status

Contract No.

Contract Status

Credit Limit

Max V.

PO No.

Location

Billing To

Delivery Address

Finalize

Cancel

Complementary	UoM	Incl. Qty	AvSubsc	AvReport	Ordered	FromSu...	FromRep	Extra	Curr	Exch	Price	Value	Vat
BOTT.MR.CREAM SUP.QUAL.COFFEE		0	0	0	2	0	0	2		1	0	0	0.1
Coffee Cooler		0	0	0	4	0	0	4		1	0	0	0.1

SubTotal

Credit Limit Status

VAT

Total (+VAT)

Credit Limit Status

Total Sold

Min Unlock Amount

Cashin on delivery?

Amount to Cashin

Min Unlock Amount -

Delivery Method / Logistic Route

Routing Method

Delivery Hour Interval

Planned Date

Bottles to replace

Invoice

Bottle Test - tbd

Include BA

Comments

Linked Orders

Id

Value

Save and Add New

Complex and specific interfaces

Specific interfaces are available for ordering, pricing and services information. The platform is fully integrated and automatized allowing each user to access the optimal information needed to fulfill his\her task.

Full life-cycle product/service traceability:

From provider order to warehouse reception and to further customer delivery, keep track at item level, of each item details: fabrication charge documentation, reception details, provider order, customer delivery, etc....



Combine products, services and parts in flexible packages. Define the commercial prices, contract statements, business rules, limits of authority, target market and automatically rollout the packages as catalogue items.

Inventory and Commercial Packages

vision

Wholesale Distribution

Warehouse

IN

OUT

Buyers

Search NIR Items

ro en

Administrator

AccountKey

CUI

Fiscal code

Address

Country

City

Postal code

Invoice number

VAT

NIR creation date

Last save date

Warehouse

NIR

DVI

19

9/6/2019

9/6/2019

Bucuresti

Save

Cancel

Commercial offer

Offer name

Monthly Subscription Package #1

Created on

9/14/2017

Ending on

12/31/2018

Status

Lansata

Description

Monthly Subscription Package #1

Transaction type

Abonament

Service category

Bottled water

Client channels

Devices/ Compl. Items

Commercial parameters/AVS

Price Lists

Refresh price lists

Computed Price: 25.27

VAT Rate: Produse Nealimentare

Add

Edit

Delete

vision

technology



Vision Retail Distribution Inventory and Commercial Packages

- Product Catalogue (Inventory)
- Services Catalogue
- Packaging mechanism (content, pricing, sales policies)
- Pricing catalogue and policies

Complex offer packaging mechanism enabling your company to tailor complex offers while reducing the sales administration and increasing the contracting control.

The Limit of Authority features leverage the goal of reaching standardized services and products with the control of complexity and specifically required for some clients.

The sales agent either will sell the standard product or will request adjustment of the standard offer parameters according with the level of authority defined upfront.

Inventory and Commercial Packages

Key Features

Services

Service catalogue organized in arborescent structure, modelling any type of service within retail delivery/supply industry

Products

Products catalogue organized in arborescent structure, modelling any type of product within retail delivery/supply industry

Devices\Parts\Consumables

Device inventory organized in arborescent structure, modelling any type of device within retail delivery/supply industry

Commercial Offer Price

Commercial offer name

Monthly Subscription Package

Start date

9/14/2017

End date

12/30/2017

Commercial offer pricing type

Subscription Base

VAT rate

Produse Alimentare

Computed Subscr. Price

25.27

Catalog price

31

Offer Device Compl. items

Offer Compl. items

Offer Added Value Services

#	Name	Device class/model	UoM	RecPrice/Months	Extra price	Currency	Set/ View PS
1	APA 10L	Mini water-cooler / Young One D1B	Buc		0	Euro	Dynamic

Save price list

Classes of Maintenances

Maintenance Class Name

Maintenance Class Name

New

Mentenance B

B

Mentenance BC

BC

Mentenance Cafee

Cafee

Mentenance Cafea Capsule

Cafea Capsule

Mentenance P

DEO

Prev

5

Next

Maintenance Schemes

Name

Model Name

Revizie HC 12 luni

Save

Cancel

Igienizare 3 luni

Mini water-cooler

Mentenance BIB

Igienizare 12 luni

Water-Cooler

Mentenance BWC

Igienizare 12 luni

Water-Cooler Carbo

Mentenance BWC

Igienizare Carbo 12 luni

Water-Cooler Carbo

Mentenance BWC

Revizie 12 luni

Watercooler + SIP

Mentenance BWC

Prev

5

Next

Dynamically items combination into packages

The commercial package builder allow combination of any type of Service – Product - Device with corresponding accessories and complementary/supplementary items. This module dynamically combine inventory basic items into complex packages regarding: pricing, content, commercial terms and rules, target market, etc.



Vision
Retail Distribution

Offers Catalog

Sales And Customers

Approval Processes

Authority Level

Customer Service

Organigram

Administration

Daniel Matea

Authority Level

Name	Priority	Start Date	End Date
Nivel 1	0	1/1/2017	12/31/2017
Nivel 2	1	1/1/2017	12/31/2017
Nivel 3	2	1/1/2017	12/31/2017

Edit KPI

KPI Termen de plata

Name

Termen de plata

Code

KPI_TP

ValueType

Numeric

Commercial Parameter

payment term (days)

Comm condition

maximum

Start Date

1/1/2017

End Date

12/31/2017

Save

Cancel

Authority Level

Authority Level	Auth. Value	Start Date	End Date
Nivel 1	7	6/29/2017	12/31/2017
Nivel 2	7	6/29/2017	12/31/2017
Nivel 3	30	6/29/2017	12/31/2017
Nivel 4	60	8/10/2017	12/31/2017

AuthLevel

Start Date

4/28/2020

End Date

Value

New

Administration

Key Features

Commercial parameters thresholds

Define thresholds for each commercial parameter and associate with a specific level of authority. If a standard parameters is requested to be changed, then the appropriate level for the requested value will approve the change.

Authority level

Define the approval sequence levels

Edit KPI

KPI Termen de plata

Name

Termen de plata

Code

KPI_TP

ValueType

Numeric

Commercial Parameter

payment term (days)

Comm condition

maximum

Start Date

1/1/2017





End Date

12/31/2017

Save

Cancel

Authority Level

Authority Level	Auth. Value	Start Date	End Date
 Nivel 1	7	6/29/2017	12/31/2017
 Nivel 2	7	6/29/2017	12/31/2017
 Nivel 3	30	6/29/2017	12/31/2017
 Nivel 4	60	8/10/2017	12/31/2017

AuthLevel

Start Date

4/28/2020

End Date

Value

New

vision

Retail Distribution

Offers Catalog

Sales And Customers

Approval Processes

Authority Level

Customer Service





Organigram

Administration

Daniel Matea

ro en

Authority Level

Name	Priority	Start Date	End Date
 Nivel 1	0	1/1/2017	12/31/2017
 Nivel 2	1	1/1/2017	12/31/2017
 Nivel 3	2	1/1/2017	12/31/2017
 Nivel 4	3	1/1/2017	12/31/2017

Name

Priority
































Start Date

End Date

4/28/2020

New

Authority Level Roles

Authority Level	Role	Start Date	End Date
 Nivel 1	KEY ACCOUNT	1/1/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
 Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017
Nivel 1	KEY ACCOUNT	8/10/2017	12/31/2017

General Administration

The platform was designed to allow the business user to adjust the behavior based on administration functionalities.

Services, devices items and maintenance, cost management, sales actions, price lists, technical administration, portfolio and locations, etc. are fully administrable entities from the platform interface

Technology and Integration



Create complex applications in visual designer, with no code and high flexibility for further changes and customizations with Vision App Maker Platform.



Vision App Maker Suite

Build complex applications in visual designer, without code.

- Easy build new application from scratch
- Integrate existing platforms and legacy systems into unified application
- Digitalize your business workflows through business processes re-engineering
- Enhance Business-Integration Speed & Agility
- Optimize operations with processes prepared for rapid evolution
- Drive innovation by quickly creating innovative digital products and services
- Accelerates Transformation
- Simulate working software much earlier in the cycle enabling project team to iterative prototyping and agile development

Our customers are successfully rollout their daily operation on applications powered by Vision App Maker:



Vision App Maker is a mature platform with 100+ implementations for various industries: Banking, Insurance, Automotive, Pharma, Services, Government, Distribution, Travel, Field Services.

Vision App Maker Suite

Features

Powerful Integration Capabilities

Allows integration with any system through a plugin mechanism. Data can be imported from ERP, CRM, DMS or legacy systems and can be further used in workflows, rules, interfaces and document templates.

Workflow Visual Editor

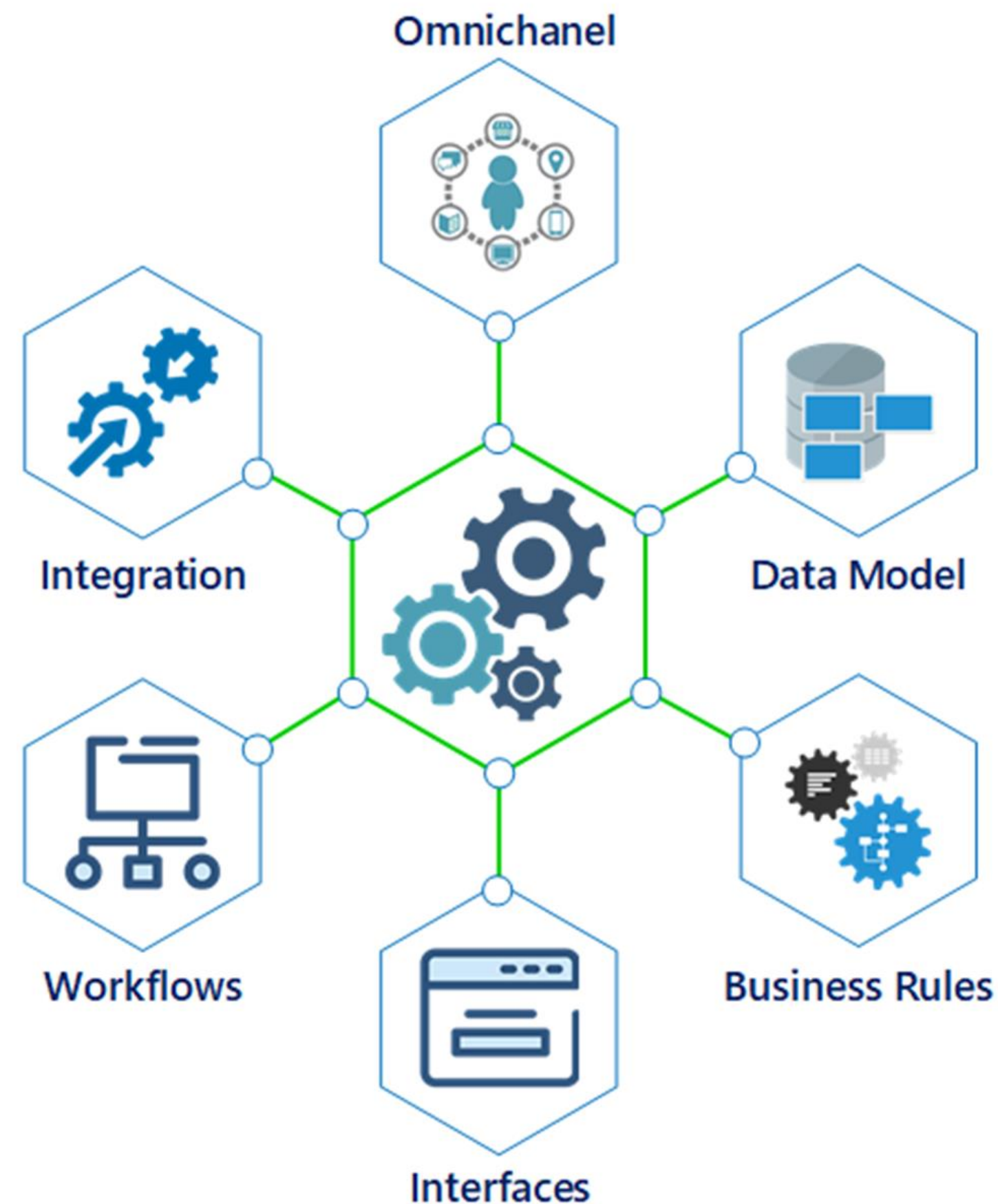
Flows can be simple or complex, from procurement approval to credit management or back-office solutions.

Document Generation

Design and generate document templates that can then be used in workflows to print any type of forms, like Quotes, Contracts or Invoices.

Omnichannel

Same user experience across all channels:
Internal Portal – External Portal – Mobile – Public API



Interface Visual Editor

Generate responsive UI accessible from any web browser or mobile device. Build Single Page Applications providing a fluid, desktop-like user experience.

- Modular, multi layered, decoupled architecture, enabling security segregation and high availability implementation
- Two factor and self registration authentication mechanism
- Identity and Access systems integration (ex. Active Directory)
- Plugins for various commercial systems (Microsoft CRM Dynamics, SharePoint, ERP, DMS, etc.)
- Persistent vs. Non-persistent data mechanism

Data Model Graphic Designer

Definition of simple and complex data types, cardinalities, lists, parameters and entities for any type of application.

Business Rules

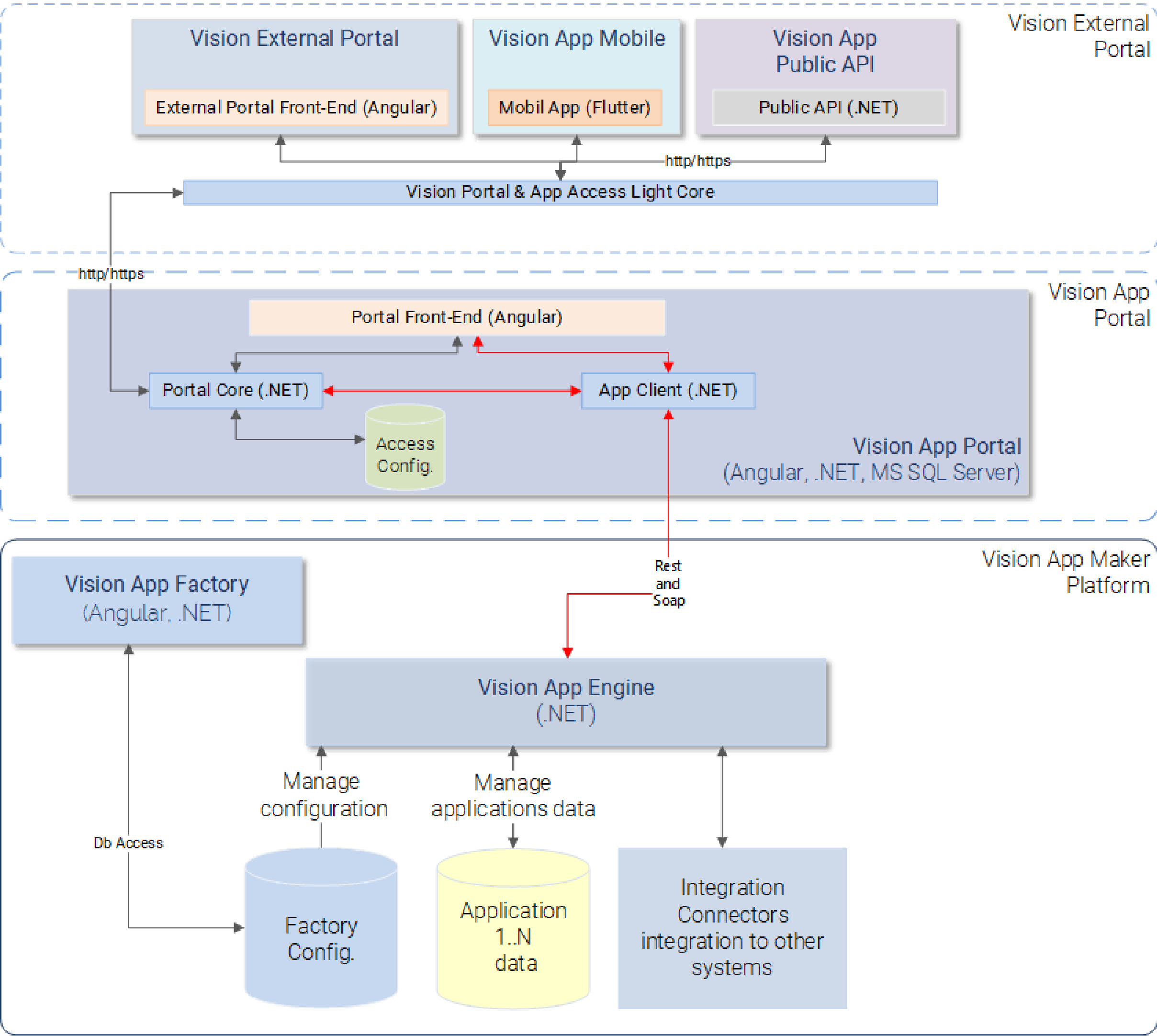
Can be designed by any user who has the ability to write formulas in Excel. You can easily implement scoring, escalation and notifications or you can manage how information is displayed and processed in the interface, documents and reports.

Reporting and Alerts

Generate various types of alerts within workflows, from information transmitted by e-mail to reports generated by the system and exported in a predefined format.

Vision App Maker Suite

Technology stack



Vision App Maker components were developed with modern and appropriate technologies for each layer purpose: reliable back-end developed in Microsoft .NET and flexible, responsive and rich front-end based on Java Script and Angular.



+40 728 006 678
sales@vision.ro
www.vision.ro



Dr. Ernest Juvara 16, Sector 6, Bucuresti,
România
Str. Victoriei 13B, et. 2, Pitesti, Arges,
România