



Sales Intelligence and CRM that drives your business.

Cleverly combining CRM and opportunities with the hard facts of exactly what is and isn't happening with your customers and entire sales operation, Vecta delivers Sales Intelligence that drives sales behaviour and delivers results. It's the business tool your whole team will actively choose to use from day one.

Actionable BI with intuitive CRM for sales driven businesses

Vecta transforms your detailed invoice and order data into clear summarised information, actionable sales prompts and fully controlled visibility of every aspect of your sales performance.

You can access your personal Vecta view via the web, wherever you are – in the office, on the road or even by the pool! Especially designed for the unique needs of distribution businesses, everything you know and need to know about your customers and contacts, opportunities and customer interactions, is right there in one place.

Business decisions are informed, time becomes more productive, sales grow and the bottom line is protected.

Take the pain out of data interrogation. No more complicated search queries – ready-to-action facts, figures and opportunities, instantly.



Vecta Overview



Effective informed customer management

Vecta will properly equip your internal and external sales team with instant access to all they need to know about their territory, customers and prospects.

Ensure your valuable sales time is spent on the right opportunities

Vecta will highlight sales actions needed, when a customer has stopped buying a core product, when their buying pattern changes or when they haven't been contacted for a while. A clear picture of where sales time would be best spent helps every member of the team to manage their time, their territory and their customers efficiently and effectively. Vecta equips you to fill gaps, plug leaks and optimise every opportunity to sell more and earn more!



Be thoroughly prepared for every meeting

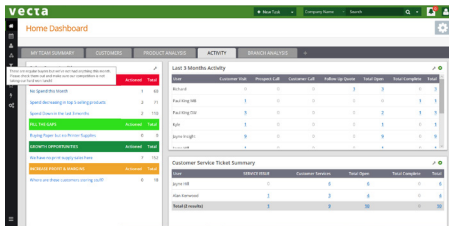
You have an instant and informative view of every customer account, ensuring that you go into every customer meeting fully prepared and informed to spot every opportunity. Changes or gaps in buying patterns are highlighted, previous and planned conversations and reminders are visible, you can even instantly print a graphical meeting document to present and reinforce key facts. You will impress your customer, they will experience an efficient proactive and professional service; and the results will speak for themselves.

No more time wasted waiting for reports, days spent ploughing through spreadsheets or evenings updating call reports; using Vecta on-line, call logging is fast and easy and everything you need to know is at your fingertips whenever you need it and wherever you are.

- Instant view of what's happening as well as what's not
- Fast and effective meeting preparation
- Self-sufficient reporting with easy to use analysis and informative dashboards
- Fill gaps, optimise link and up-sell opportunities
- Spot and address spend drift

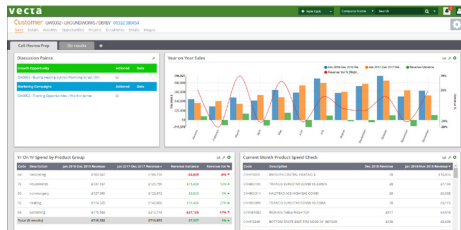
Quickly log activity and important conversations to keep your colleagues informed and everything in one place.





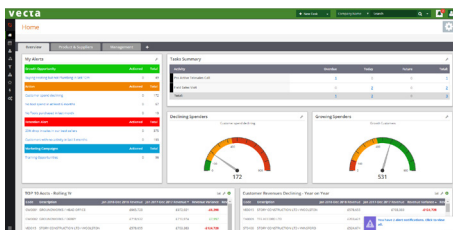
Effective Customer Relationship Management

- Full customer communication history
- Informative customer record
- Interaction becomes informed & relevant
- Grow your share of customers spend



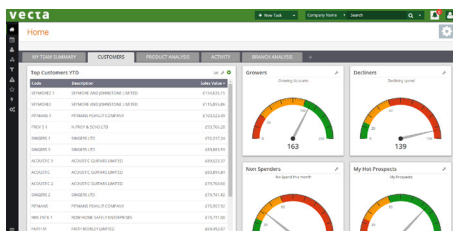
Information on demand

- On the go, via mobile, PC and laptop
- Invoiced data transformed into clear sales analysis
- Fast call and meeting preparation
- Fast, flexible and intuitive analysis at your fingertips



Clear performance overview

- Instant view of buying patterns and trends
- Automatic opportunity and exception alerts
- Gaps and spend drift highlighted
- Monitor performance vs target



Fast to implement

- Safe and secure service
- Up and running within days of order
- Control over who sees what
- Minimal IT resource required

More relevant than traditional CRM, more flexible and actionable than BI, Vecta provides the information you need, where and when you need it and the quality and outcome of sales activity increases.

Sales Analytics & CRM: We see your sales potential, now let's help you achieve it!

Well informed views for Sales Management

You are managing a highly effective sales team, you seek successful business results...Vecta equips you with powerful, practical and timely information to help you drive behaviour and business direction for your team. Get right up to date with the progress of all opportunities.

Set and easily monitor sales targets and results

Clear management dashboards provide your daily update of sales results, margins, budgets, team activity and visit reports. You can simply drill down, or change your display to get straight into the exact detail you need. Set powerful 'alerts' to automatically highlight business exceptions and sales opportunities to ensure nothing is missed.

The flexible analysis and alerting will pinpoint exactly where action is needed to help your team meet targets or protect margins. With Vecta CRM, you can instantly push actions, queries and prompts directly to your team – and you can view the status of these actions.

Fast facts for informed business decisions

Whilst gut feel and intuition form a vital part of every great managers persona, essential facts and clear analysis will validate and enforce every decision you make and the direction you provide.

Vecta ensures you have those facts at your fingertips – view performance however you need to, by sales team, product, customer, branch, or perhaps supplier or delivery type, for whatever date range or available statistic you want – whenever you need to.

Using Vecta across your business will ensure that your team becomes productive from day one, sales and share of customer business improves, targets are achieved and margins blossom.



- Full visibility of all results
- Clear view of team activity and where time is spent
- Drive behaviour and business direction from facts
- Target activity to the best opportunities
- Manage results vs target and margins
- Manage, monitor and guide the whole team

About Kerridge Commercial Systems (KCS)

KCS provides advanced, fully integrated business systems, installation and support services for the manufacturing, wholesale and distributive markets. The company has over 40 years of extensive knowledge and experience of working with wholesalers, distributors and manufacturers across many sectors. The company's class leading solutions are functionally rich and highly flexible.

The KCS product solution set has a track record of delivering wide-ranging benefits including greater operational efficiency, cost savings and resource and asset utilisation, together with real-time information for management decision making.

Contact Kerridge Commercial Systems SA

Tel: +27 (0) 11 707 3333

| marketing@k8.co.za

| www.kerridgecs.co.za