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KMS

KMS client snapshot

Pharmaceutical company
headquartered in Europe

One of the largest private pharmaceutical
companies with a worldwide workforce of
21,000, including 3,000 in Research and
Development.

CHALLENGES

- Computing sales and target distribution according to Sales Territories and Co-Promotion Products.
- Tracking promo and bonus products per customer.
- Monitoring calls target by customer ranking.

SOLUTION

- Sales Analysis mapped with production and territories hierarchy.
- Sales and Target comparison according MPS, AM, FSM and entire company overview.
- Tracking of infiltration of purchase based on promo, bonus and CN issued
- Calls and Target comparison according to customer ranking