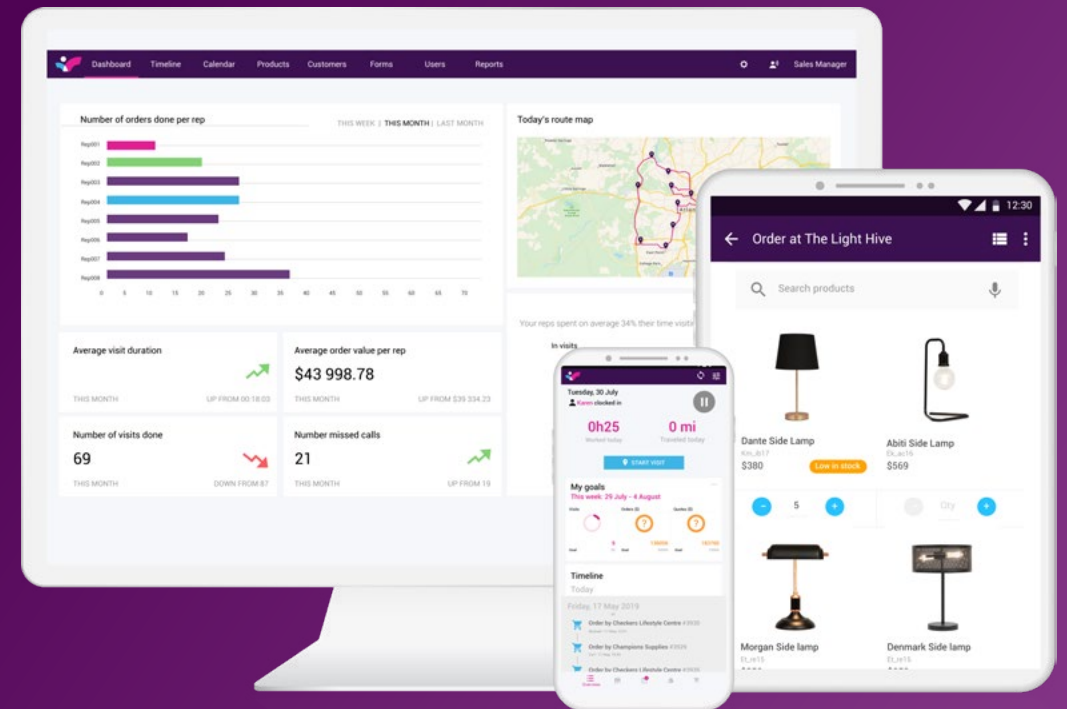


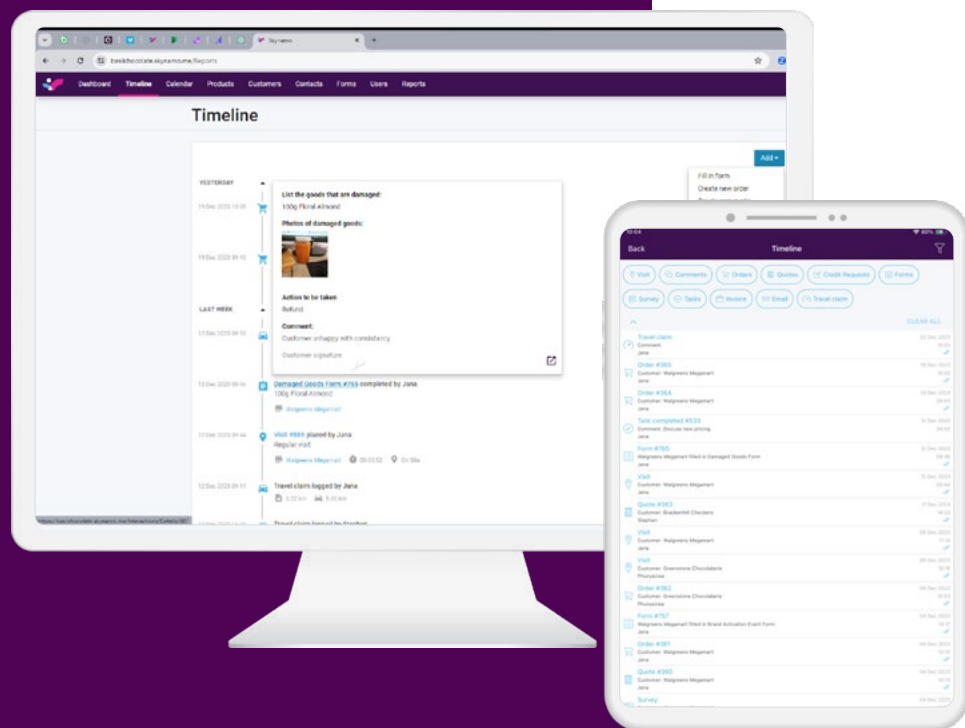


A KLIPBOARD COMPANY

# Features & benefits



**WHAT YOU NEED:**  
FAST INSIGHTS, FASTER  
DECISIONS, HAPPIER  
CUSTOMERS



WHAT IT'S CALLED

# User and Customer Activity Timeline

**Stay in the know, on the go!**

User and customer insights are automatically updated with real-time data.

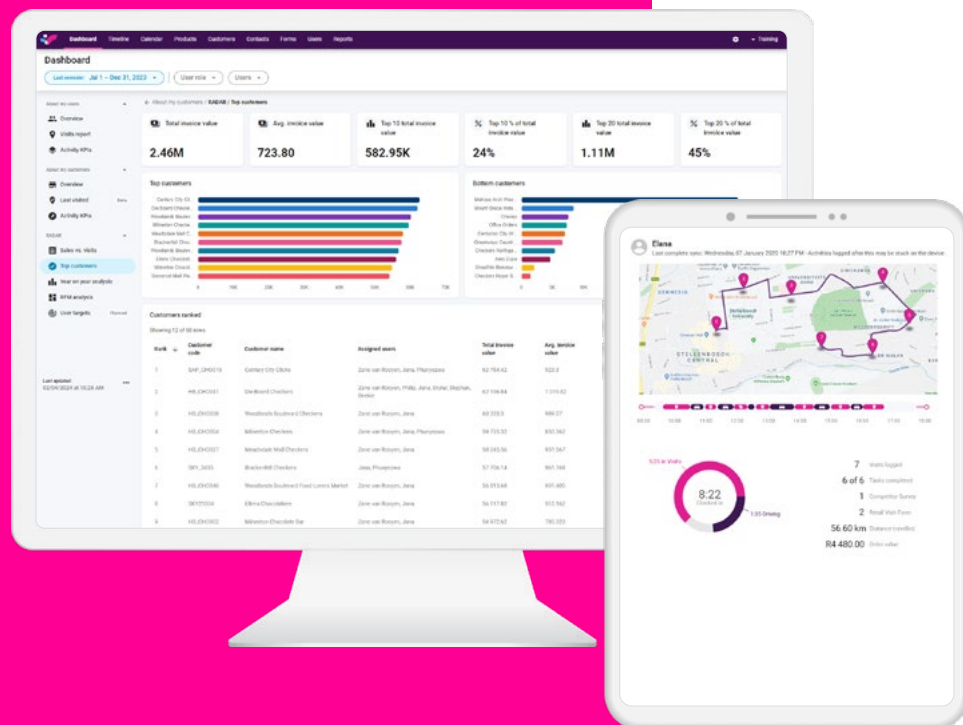
**Respond quickly to customer fluctuations**

Leverage agile updates for fast strategy refinement in response to live user data.

**Actionable intelligence for your next meeting**

Keep your finger on the pulse of field activities so you're equipped with actionable insights for your upcoming meetings.

WHAT YOU NEED:  
SALES CLARITY AND  
STAFF PERFORMANCE  
REPORTS



WHAT IT'S CALLED

# Reporting and Dashboards

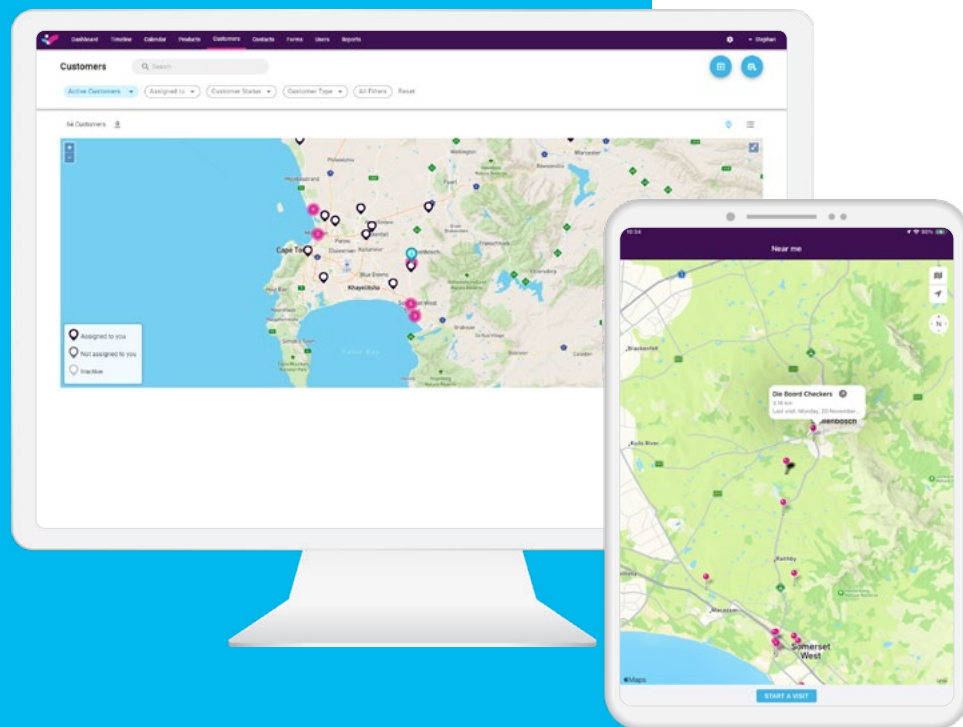
**Easy and instant sales and management reports**

It sounds too good to be true, but at a click of a button, all your customer and user data is cleaned, sorted, and organised into an easy-to-understand report, so you have time to focus on what matters most.

**Automated, interactive metrics at a glance**

No more spreadsheets, human error, or number-crunching last week's data. Live dashboards display all your important metrics so you can steer the team with ease.

## WHAT YOU NEED: ACTIVITY MAP REPORT



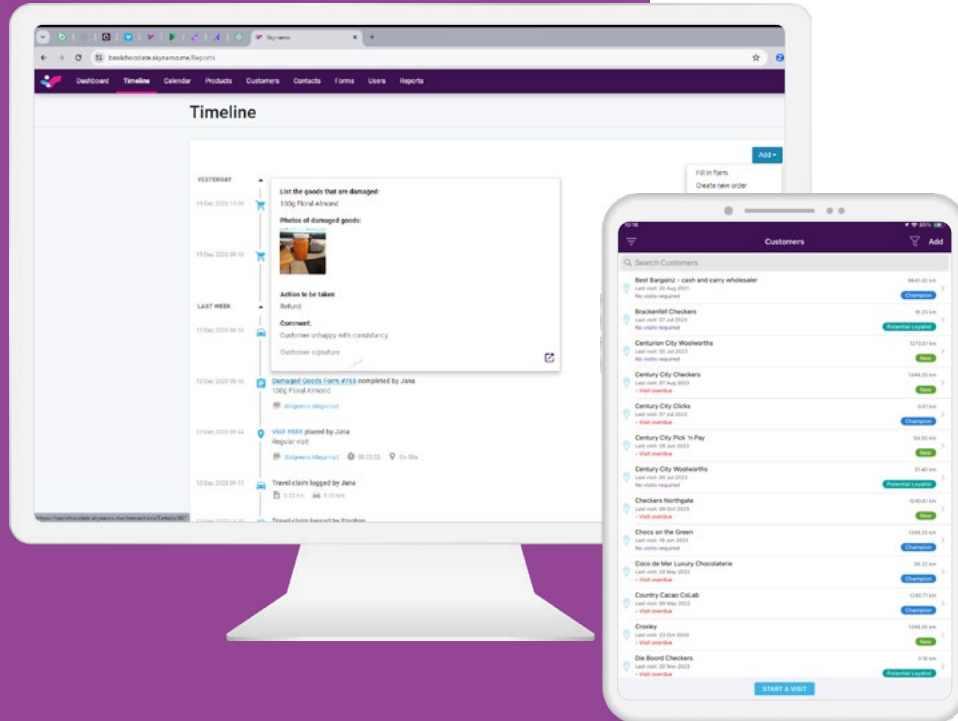
## WHAT IT'S CALLED

# GPS and Geolocation

### **Peace of mind: Where planning and productivity meet**

With Skynamo's GPS technology, sales managers can easily find where their sales team is active at any time of the day. Geolocation capabilities give your sales reps precise map locations.

WHAT YOU NEED:  
SATISFIED, LOYAL  
CUSTOMERS WHO KEEP  
COMING BACK FOR MORE



WHAT IT'S CALLED

# Customer and Contact Management

**A single source of truth: Cradle to grave clarity**

Everything, from start to finish, in one single place so everyone has access to the latest, most accurate information.

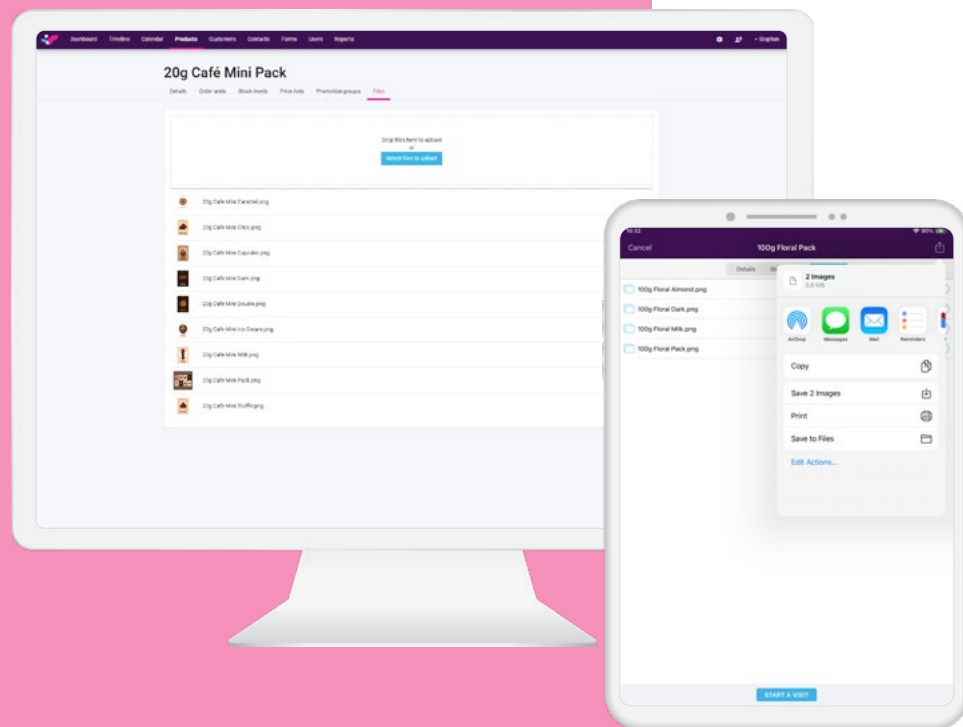
**Stronger relationships mean longer relationships**

Sales and customer relationship management go hand-in-hand. Assign, support, and solve customer queries and communications with ease.

**The secret to a happy union: Communication!**

Email or call your customers with ease. Unlimited customer data means you can add as many customer contacts as you wish.

**WHAT YOU NEED:  
ALL YOUR DOCS AND  
WORK IN ONE PLACE**



**WHAT IT'S CALLED**

## **File Sharing**

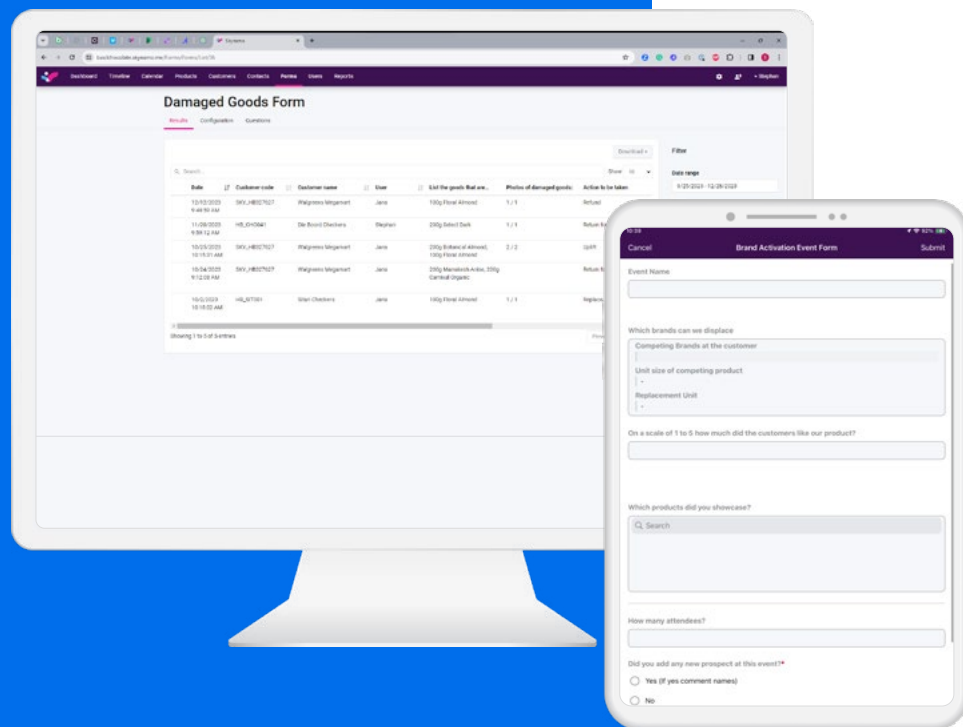
### **Easily share product and customer files**

This safe, effective function allows you to share product-related or customer-related files or documents directly on the app, or through a variety of safe, secure methods.

### **Safely store and save documents on the go!**

No need to contact the office to send through that credit application form! Skynamo allows you to share or store any generic company documents that are applicable to more than one customer or product.

**WHAT YOU NEED:  
FEEDBACK FROM YOUR  
CUSTOMERS**



## WHAT IT'S CALLED

# Forms

### **Intuitive, easy digital form creation**

You don't need a PhD in IT to use our form-builder. The app's intuitive form builder means you can easily create and customise forms so that you get the data that you need.

### **No data analyst required**

Skynamo collects, sorts, stores, and organises the data you gather from your forms and surveys for you!

**WHAT YOU NEED:**  
LESS TYPING MORE VOICE-TO-TEXT!



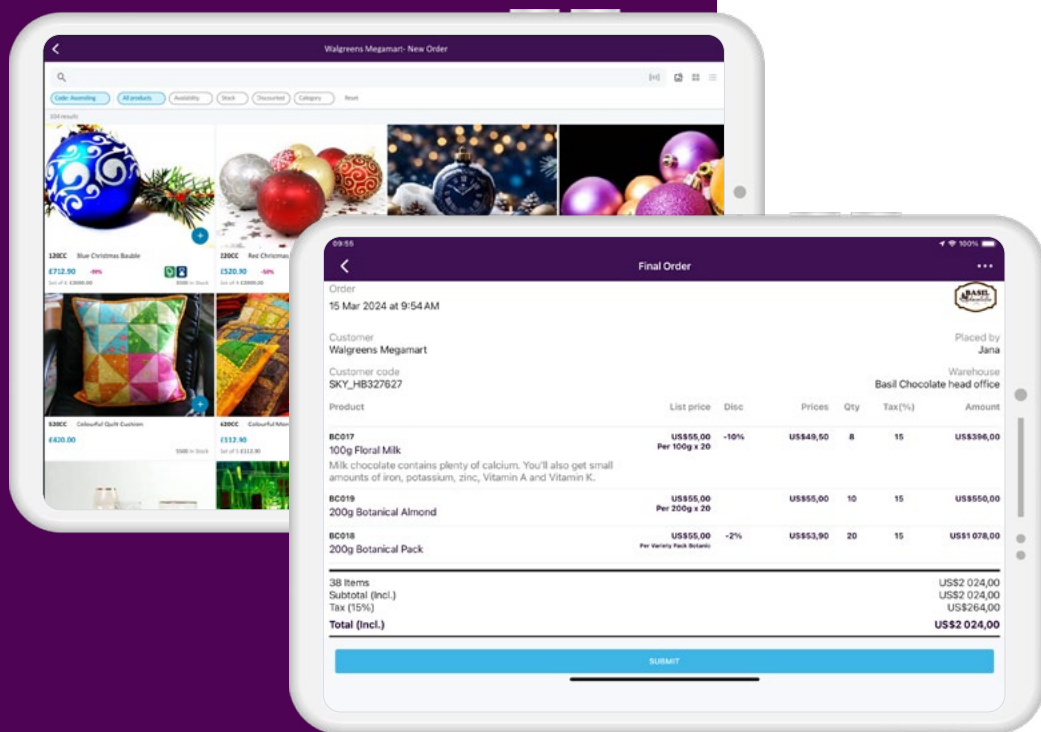
WHAT IT'S CALLED

## Voice-to-Text

**Hands-free data input while you keep your eyes on the road**

Skynamo makes use of your device's speech recognition capabilities, so that your sales reps stay safer on the road, without losing important data capture and note-taking time.

**WHAT YOU NEED:**  
THE ADMIN TEAM TO  
ACCOMPANY THE SALES TEAM



WHAT IT'S CALLED

# Mobile Orders, Quotes, and Credit Requests

**Place orders and purchase requests from anywhere**

Skynamo allows your reps to manage and process customers' sales orders and purchase requests right there and then.

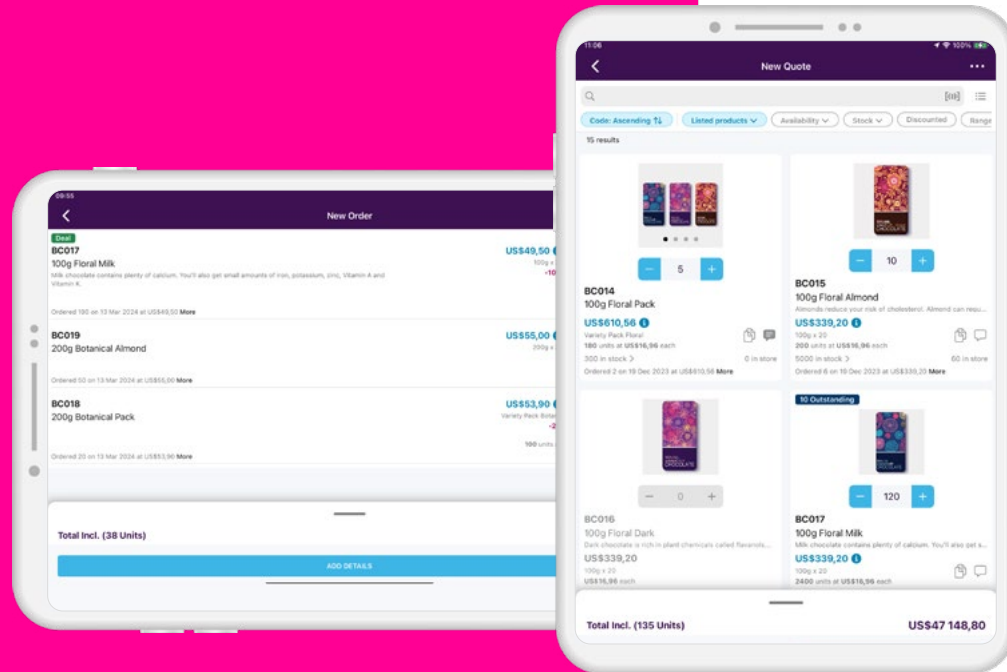
**Quote accurately and quickly**

Streamlines the quotation process for quick, accurate customer proposals and pricing.

**Give credit where credit is due**

Submit and process credit applications for customers directly at your customers' location.

**WHAT YOU NEED:**  
YOUR LATEST, RICH IMAGE OF  
PRODUCT BROCHURE ON HAND,  
BUT WITH CURRENT STOCK  
LEVELS, AND INTERACTIVE  
DELIVERY OPTIONS



WHAT IT'S CALLED

# Sales Listings, Product Inventory, and Multi-Pack Denominations

**If you've got it, flaunt it!**

Skynamo allows you to showcase your entire product catalogue, with products, details, and pricing, in rich image, So your customers can easily order your offering.

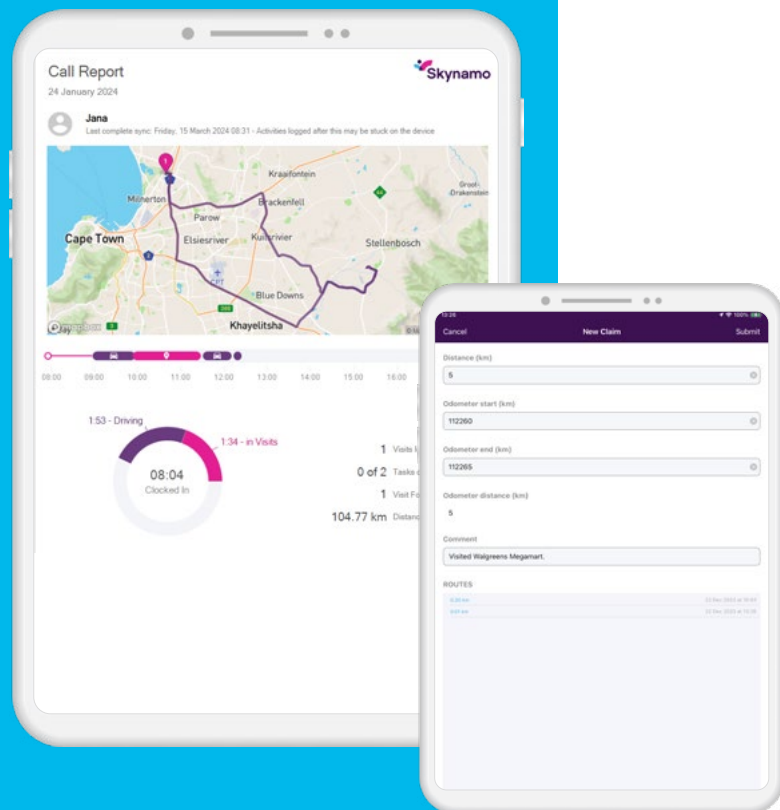
**If you don't have it, you'll know**

Your stock levels and product inventory are visible on your product catalogue, so you can easily spot if you don't have the desired product in stock. This ensures accurate estimates and orders, and deliveries.

**Simple, straightforward bulk and multi-pack orders**

It is so easy to place orders in the quantity desired by the customer - inner, outer, pack, pallet, etc.

**WHAT YOU NEED:**  
A QUICK, ACCURATE  
WAY TO TRACK TRAVEL  
EXPENSES



WHAT IT'S CALLED

# Trip Diary and Travel Reimbursement

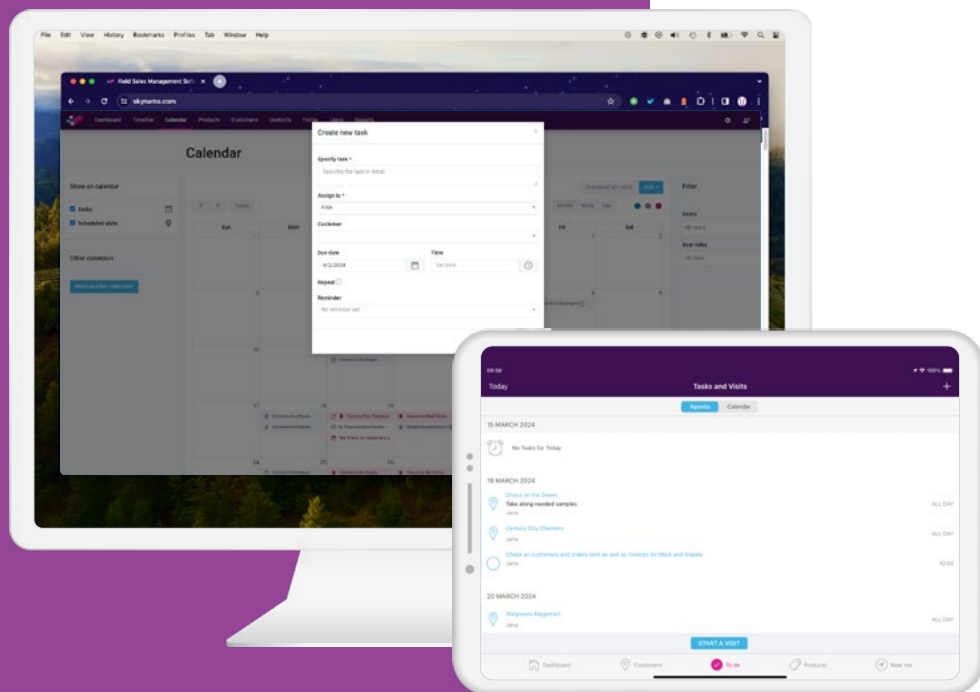
## Thanks, dear digital logbook

Think of this as your travel diary that goes wherever your sales reps go. No more pen and paper or forgotten entries. Travel activities are so easy to log that expense claims are surprisingly accurate and on time.

## Automated travel reimbursement

That's right. The process of submitting and reimbursing travel distance is automatic! Skynamo keeps you on the road, selling, without a worry!

**WHAT YOU NEED:**  
A WAY TO PLAN YOUR  
TEAM'S SALES VISITS



WHAT IT'S CALLED

# Task Management, Appointment Planner, Visit Scheduling

**Tick, tick, boom!**

Assign and organise tasks in one streamlined platform with Skynamo's Task Management functionality. Improve productivity and time management.

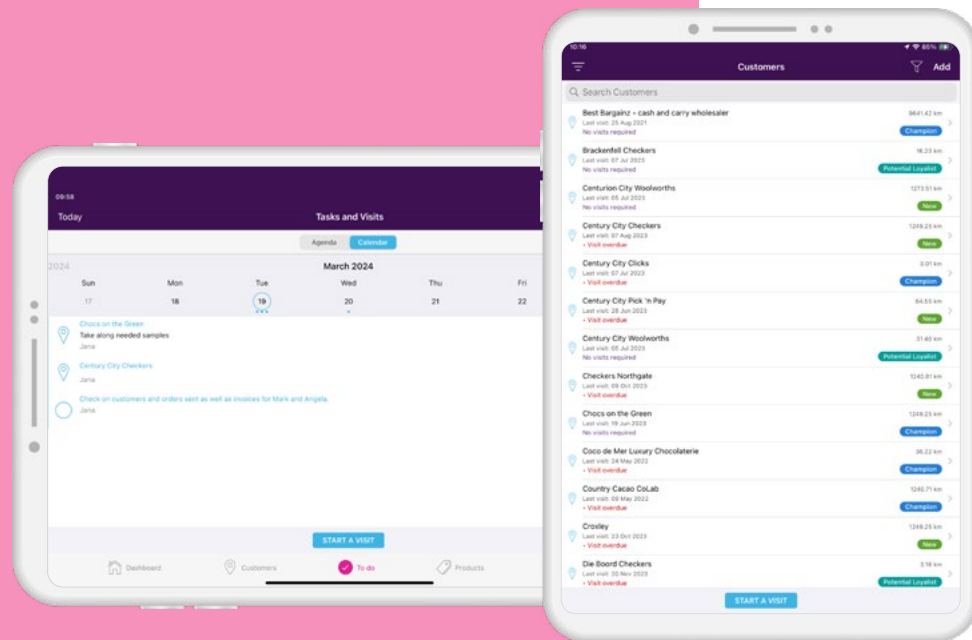
**Click, click, go!**

Plan and track scheduled visits and tasks with the comprehensive Appointment Planner. No more low-contact days!

**Click, click, know!**

Sales managers have clarity and insights on sales reps' schedules, and Visit Scheduling allows managers and reps to manage customer visits and appointments for optimal time use.

WHAT YOU NEED:  
REGULAR CUSTOMER  
CONTACT, COME RAIN  
OR SHINE



WHAT IT'S CALLED

# Visit Frequencies and Call Cycles

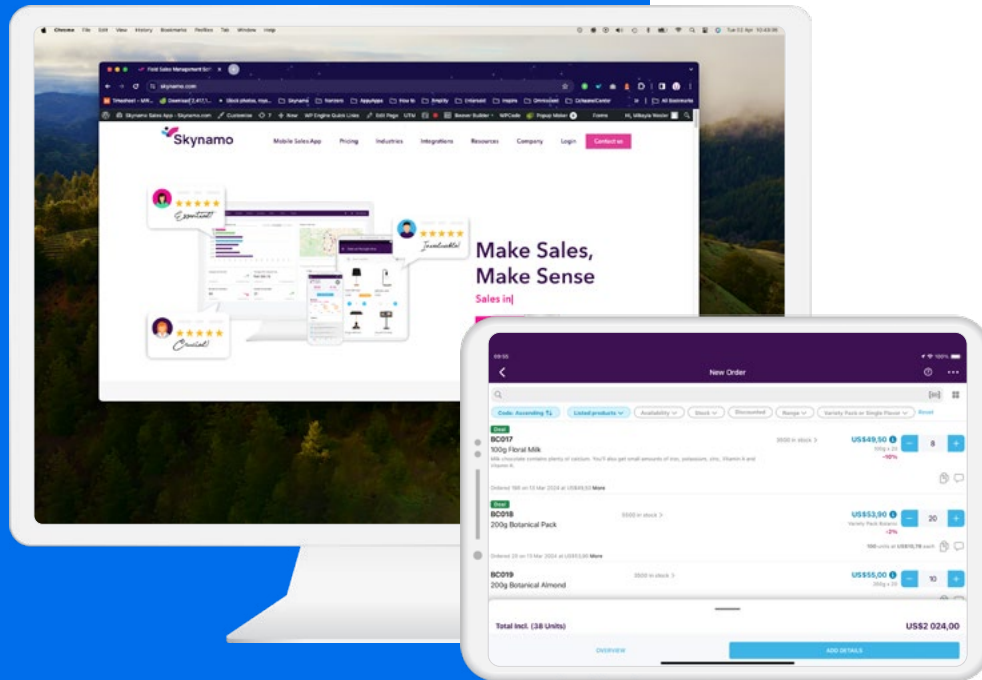
## Predictability meets flexibility

Skynamo's Visit Frequencies functionality allows you to set up customer visits at intervals that are regular but not fixed to a specific day on the calendar.

## Pre-planned visits with reminders

Salespeople are amazing with people, but they need as much admin help as they can get. We understand that. So, Skynamo comes with Call Cycles functionality which allows you to pre-plan and schedule customer visits on your calendar at a time and day that your customer prefers.

WHAT YOU NEED:  
FULL SHELVES  
AND HEALTHY  
REPLENISHMENT



WHAT IT'S CALLED

# Back orders, model stock, and stock take

## Why are we waiting?

Quickly see what customer's orders have yet to be delivered, or if they are waiting on certain items with Skynamo's Back Orders functionality.

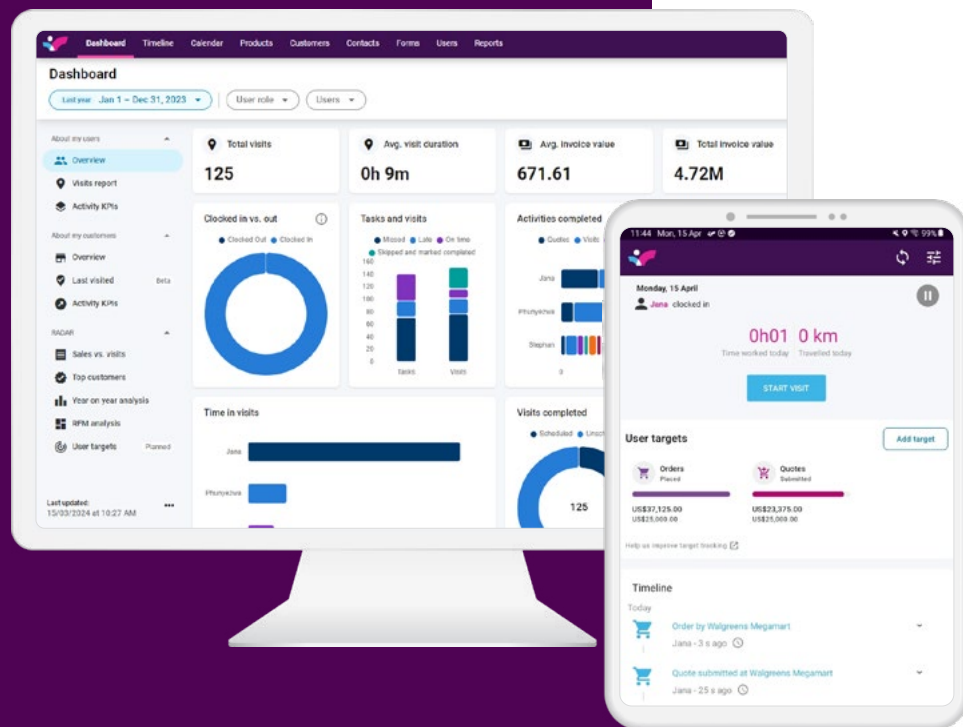
## Replenishment made easy

Model Stock functionality informs your replenishment orders based on the ideal stock-on-hand quantity the customer has indicated they want.

## Simplified communication

The current stock levels at the customer are easily communicated back to the office with Skynamo's Stock take functionality. No more guesstimates or double data capture.

**WHAT YOU NEED:  
TARGETS THAT GET SMASHED!**



WHAT IT'S CALLED

# Goal-Tracking and Target Setting

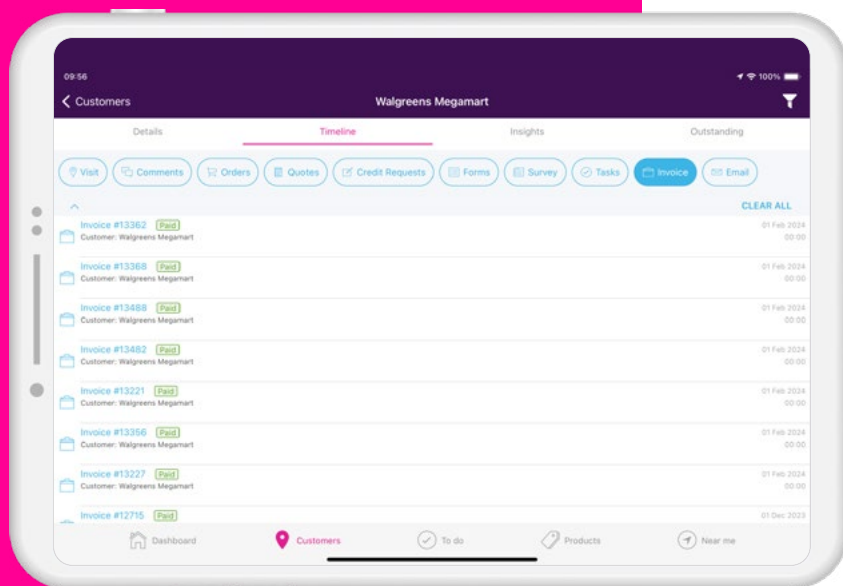
**She shoots, she scores!**

Set sales goals at a user-level for personalised goal tracking. Now, you can track and analyse progress on important metrics to help you reach your goals.

**If you aim at nothing, you are sure to hit it**

Setting a target for your sales team and salespeople is imperative to your bottom line. Skynamo's Target Setting functionality lets you set clear and measurable targets so that you can taste the triumph when you smash through them!

**WHAT YOU NEED:  
A SINGLE SOURCE  
OF TRUTH**



WHAT IT'S CALLED

## ERP Integration

### **Two systems, one platform, countless wins**

Our expert integration team means your live, up-to-date customer data, products, pricelists, stock levels, etc are within the Skynamo app. That means your sales reps are armed with the latest products and prices, and more, for a better sales conversation.

### **Automated business processes**

Business process automation (BPA) is not just for tech-heavy companies. Skynamo's ERP integration means your key business processes are streamlined and automated! So you can do more, better, faster.

**WHAT YOU NEED:**  
SALES DATA  
ANALYSIS,  
INTELLIGENCE,  
INSIGHTS FOR  
MORE MARKET  
SHARE

WHAT IT'S CALLED

# Skynamo RADAR

## **The one thing your ERP cannot give you: Year on Year Sales Analysis**

Skynamo RADAR's Year on Year Analysis reveals trends, opportunities, gaps, and insights that help you make smart decisions.

## **There's smoke, but is there a fire?**

Activity and visits doesn't always mean there's a sale. Skynamo RADAR's Sales Vs. Visits dashboard tells you instantly how effective, productive, and profitable your team's activities really are.

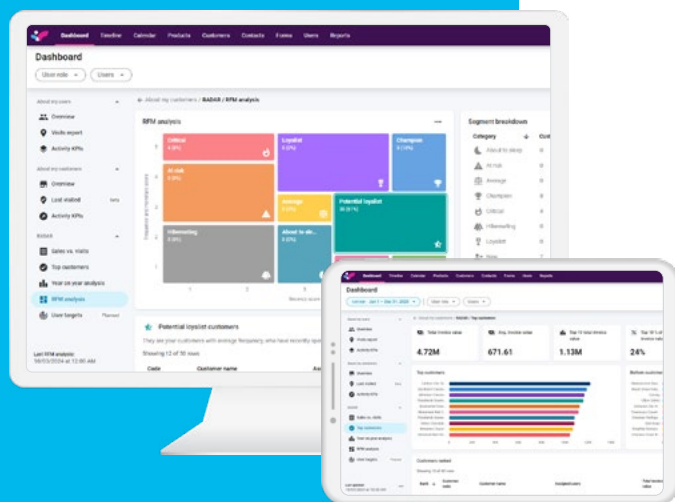
## **RFM Analysis - Does it stand for Really Fine Marketing? Well, it could.**

This very smart dashboard shows Recency, Frequency, and Monetary Value and

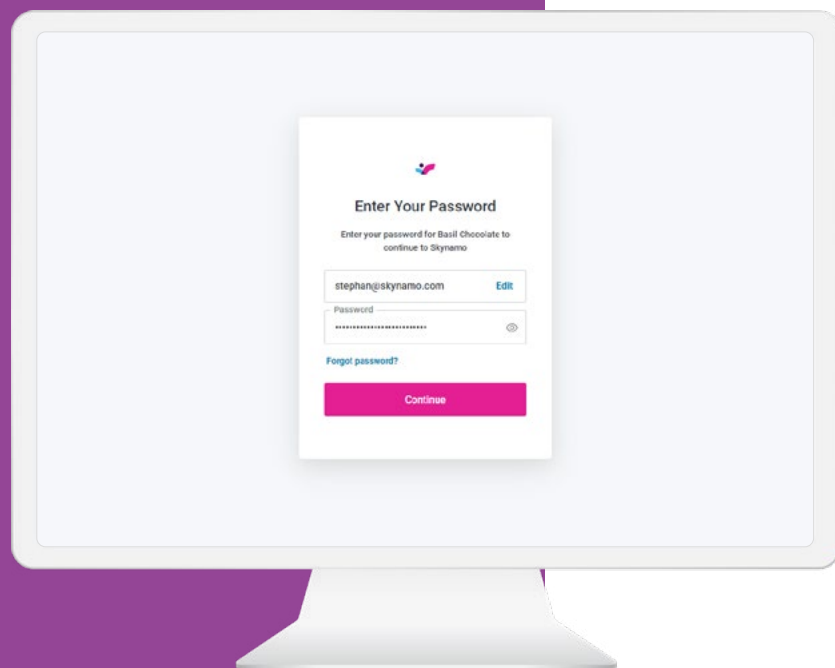
dives deep into your customer data and transactional history to show who your high-value segments are. This allows your marketing team to identify customer behaviour that grows the bottom line, and focus efforts accordingly.

## **Top and tails - Who needs what?**

The Top Customers dashboard shows you at a glance who your profitable clients are. Strategically allocate resources to ensure they are well taken care of and don't leave you. The Bottom Customers dashboard quickly highlights who might not be as lucrative as the rest, so you can assign resources accordingly.



**WHAT YOU NEED:**  
ROBUST DATA  
PROTECTION,  
INTEGRITY, AND  
CONFIDENTIALITY



WHAT IT'S CALLED

## MFA, ISO 27001, and SSO

### **Knock, knock - who's there?**

Multi-Factor Authentication verifies user identities so those who are authorised can safely, easily access data

### **Safe, Secure, ISO certified**

Skynamo is ISO 27001 certified. That means we make use of a framework that secures sensitive data and manages risks. This ensures confidentiality, integrity, and availability of information assets.

### **Single Sign-On (SSO)**

One set of login credentials gives users access to multiple systems so that it is easier to use the systems they need in their day-to-day tasks. Skynamo's SSO enhances efficiency, reduces password fatigue, streamlines authentication and security.



*If you have any queries or need assistance, please contact our support team by mailing [support@skynamo.com](mailto:support@skynamo.com) or call*

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**Get in touch**

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