

DMS

Distributor Management System

DMS is a powerful cloud-based solution providing inventory management, sales tracking and order placement capabilities for distributors, and global supply chain visibility to medical device manufacturers.

Inventory management

- Manage warehouse and hospital consigned inventory with the speed and accuracy of RFID technology
- Right-size inventory levels based on actual sales
- Reduce/eliminate expired and obsolete items

Financial

- Access real-time, accurate data for demand planning
- Reduce backorders with better visibility
- Maintain full supply chain transparency and product traceability
- Utilize a powerful analytics engine that provides:
 - Trends on inventory and transactions
 - Country and regional aggregation
 - Predictive analysis of a variety of factors

Operational

- Automatically process orders (or utilize built-in approvals process)
- Integrate with manufacturer and distributor ERP or BI systems
- Supports multiple languages



SalesView

Automated Field Inventory Management



SalesView is a powerful tablet or smart phone app that helps field staff more efficiently and accurately manage trunk and hospital inventory — for both commercial and clinical trial products.

Audits enable effective management of trunk and hospital inventory — automatically generate variance reports based on ERP data or consignment agreements.

Transfers manage movement of products between sales reps and hospital customers, or initiate replenishment or return requests with a built-in customizable approval process.

Usage captures product usage, including physician or other procedure data when sales reps or clinical specialists are present during cases.

Forms convert all paper forms to electronic versions that can be populated using an intuitive wizard format. Data can be stored electronically or forms can be sent via email/fax.

Online corporate visibility via a secure web portal, with data access based on user role and sales organization hierarchy.

Inventory management

- Consignment management
- Seamless reconciliation
- Expiration management

Financial

- Expiration and obsolescence reduction
- Improved inventory turns
- Regulatory compliance
- Reduction of lost sales

Operational

- Cloud infrastructure
- Highly configurable application supporting barcode or RFID
- Enhanced field productivity

