



ORACLE | Partner

STARTING KIT: A STEP-BY-STEP GUIDE

SALES DRIVE™



Deloitte.
50 | Technology Fast 50
2024 CE LAUREATE

SALES DRIVE™

DigitalSpark™

STEP-BY-STEP GUIDE

COMPANY

/ Sales Team

/ Distribution

/ Retail

/ FRONTLINE EMPLOYEE

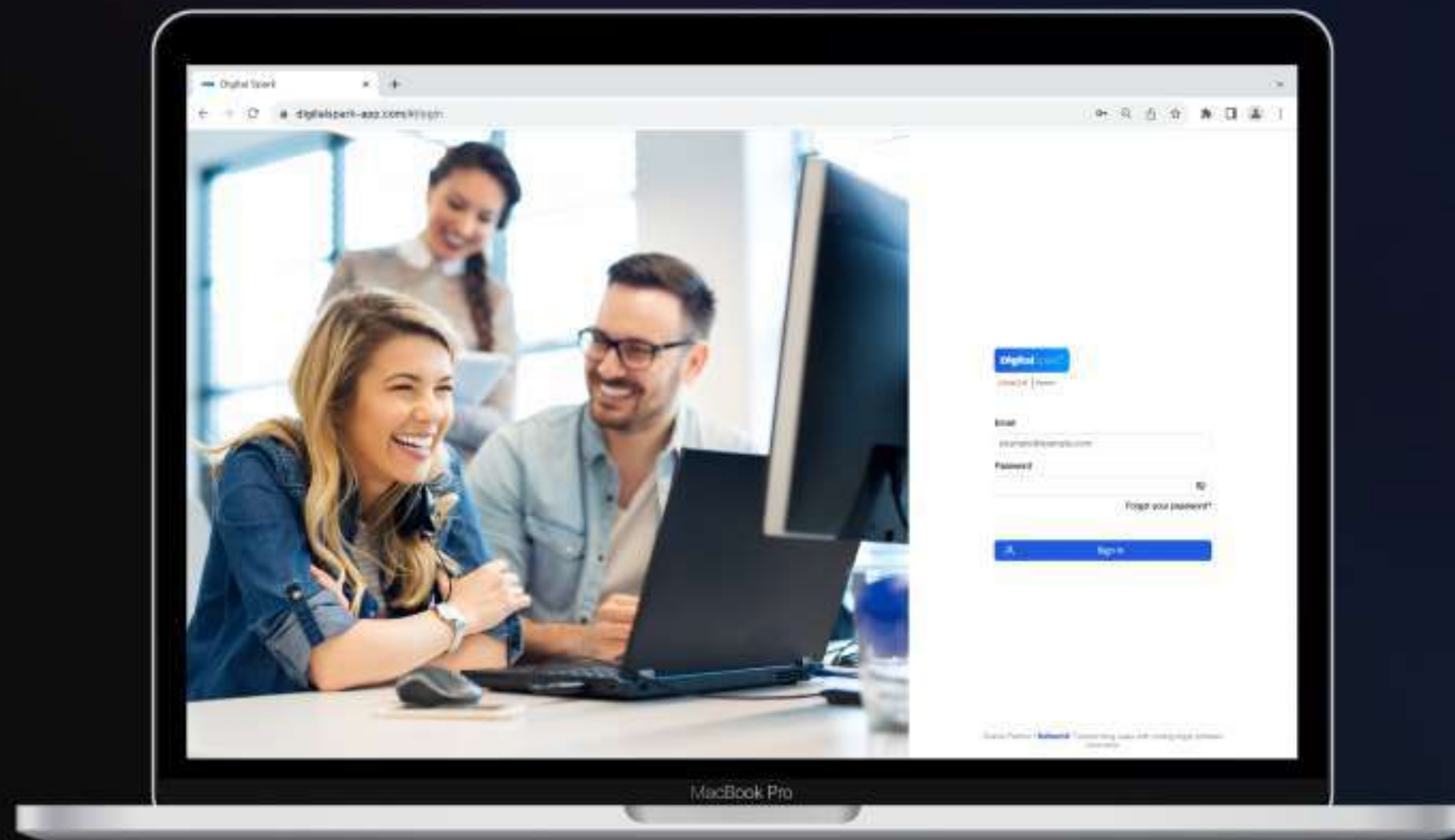
Our B2B SaaS products

BonusWise

SmartMetrics

HyperCare

SALES DRIVE™



Fully-automated sales incentives and field-marketing campaign toolkit!

An innovative digital touchpoint between brands and retail which converts each frontline employee into your own sales representative! It represents the brand's point of contact with the retail network, and allows easy tracking of sales in real-time, measuring retail employees' performance, setting sales targets and effortlessly reward them.





ORACLE | Partner

HOW DOES IT WORK

8 STEPS TO BOOSTING SALES

1

Register admin profile

5

Create training

2

Set-up app style

6

Set-up promotions

3

Import retail network

7

Create rewards

4

Import your products

8

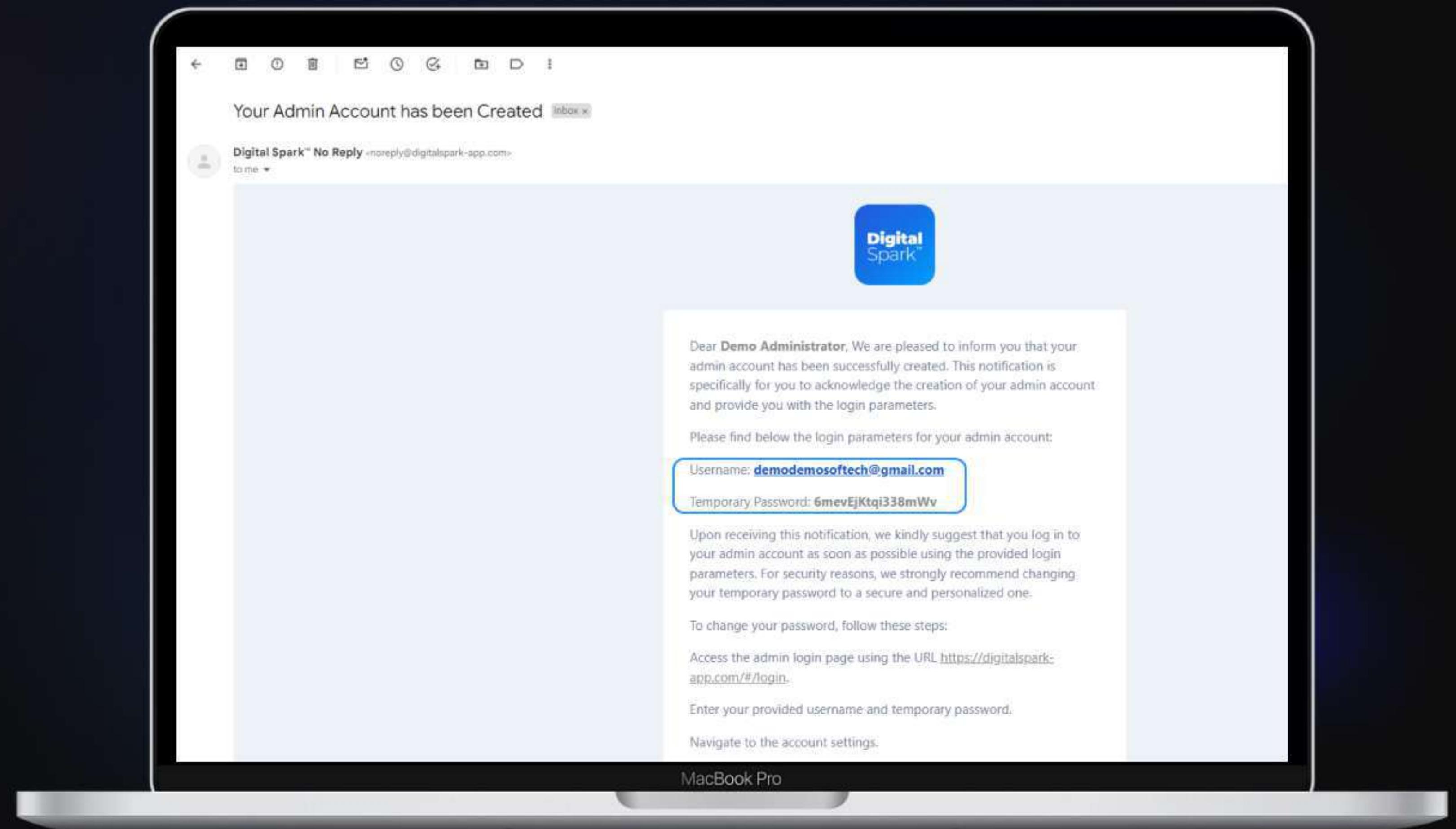
Publish news

HOW DOES IT WORK

STEP 1: ADMINISTRATOR PROFILE

Admin profile

Once your administrator profile is created, you'll get an email with your login parameters, which contains a temporary password and an email address, as well as login URL.

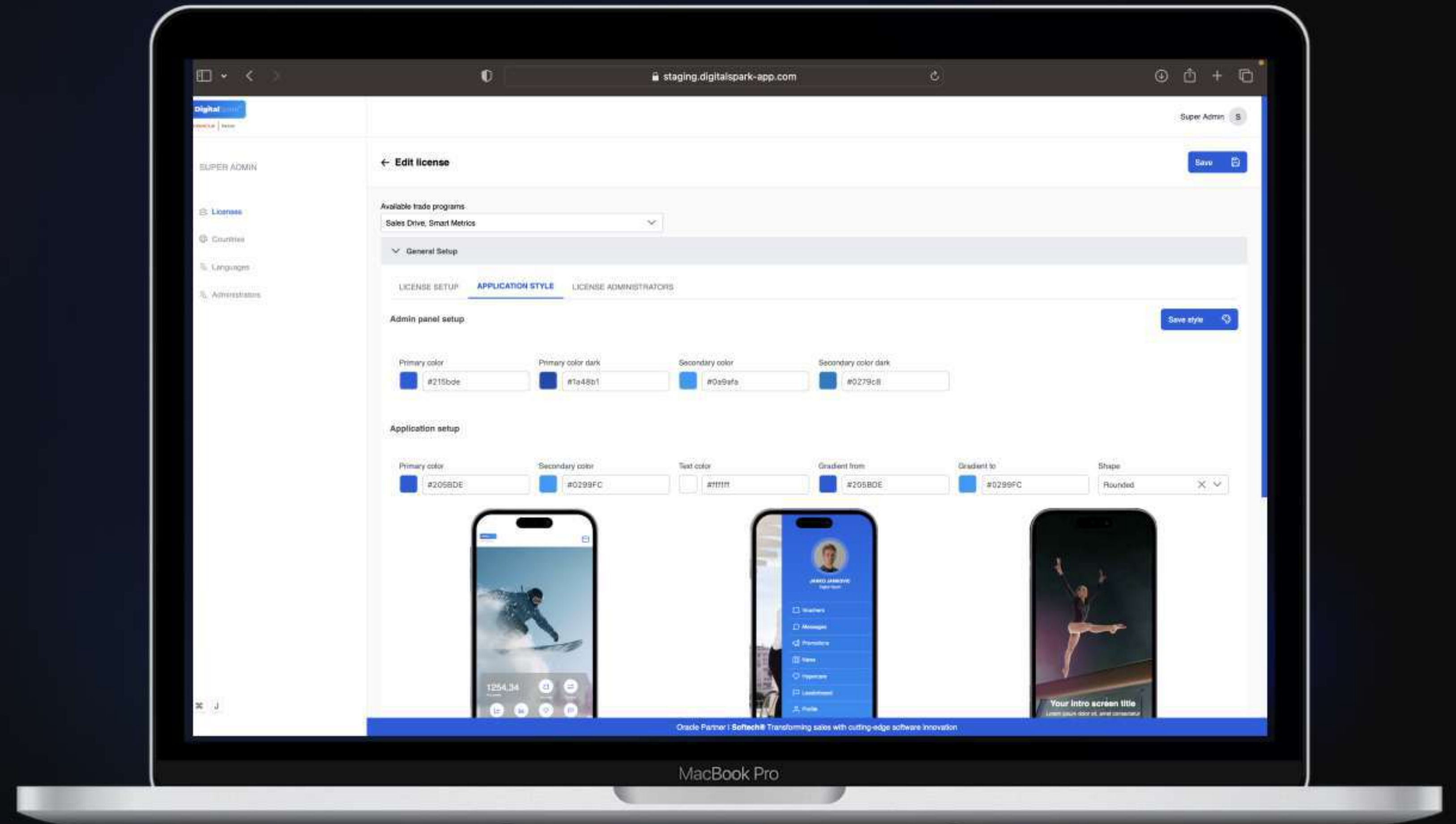


HOW DOES IT WORK

STEP 2: SETUP APPLICATION STYLE

Application style

You can edit your white label license style: choose your colors and shapes, setup Intro screens.



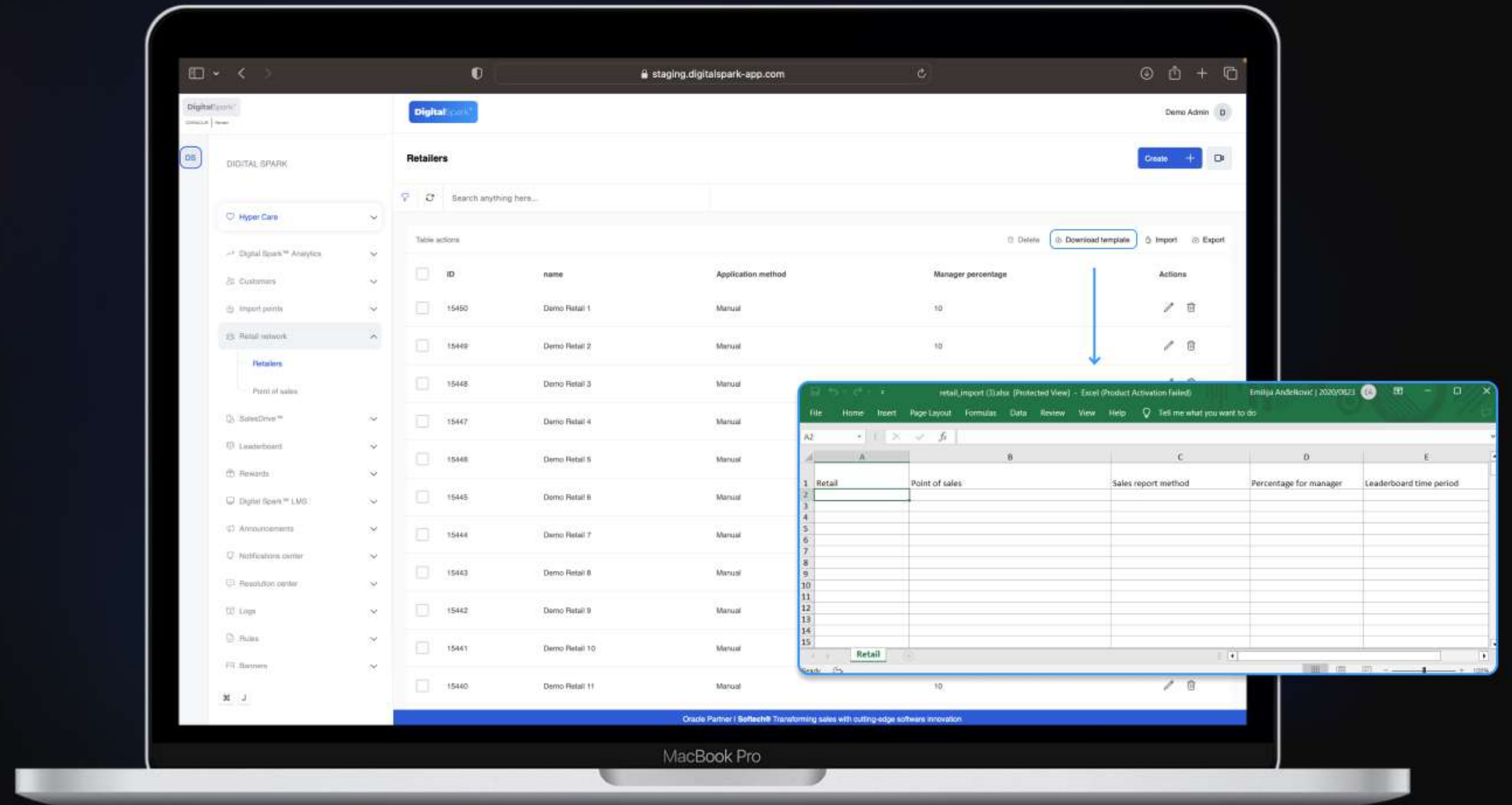
HOW DOES IT WORK

STEP 3: RETAIL IMPORT

Retailers and Point of Sales import

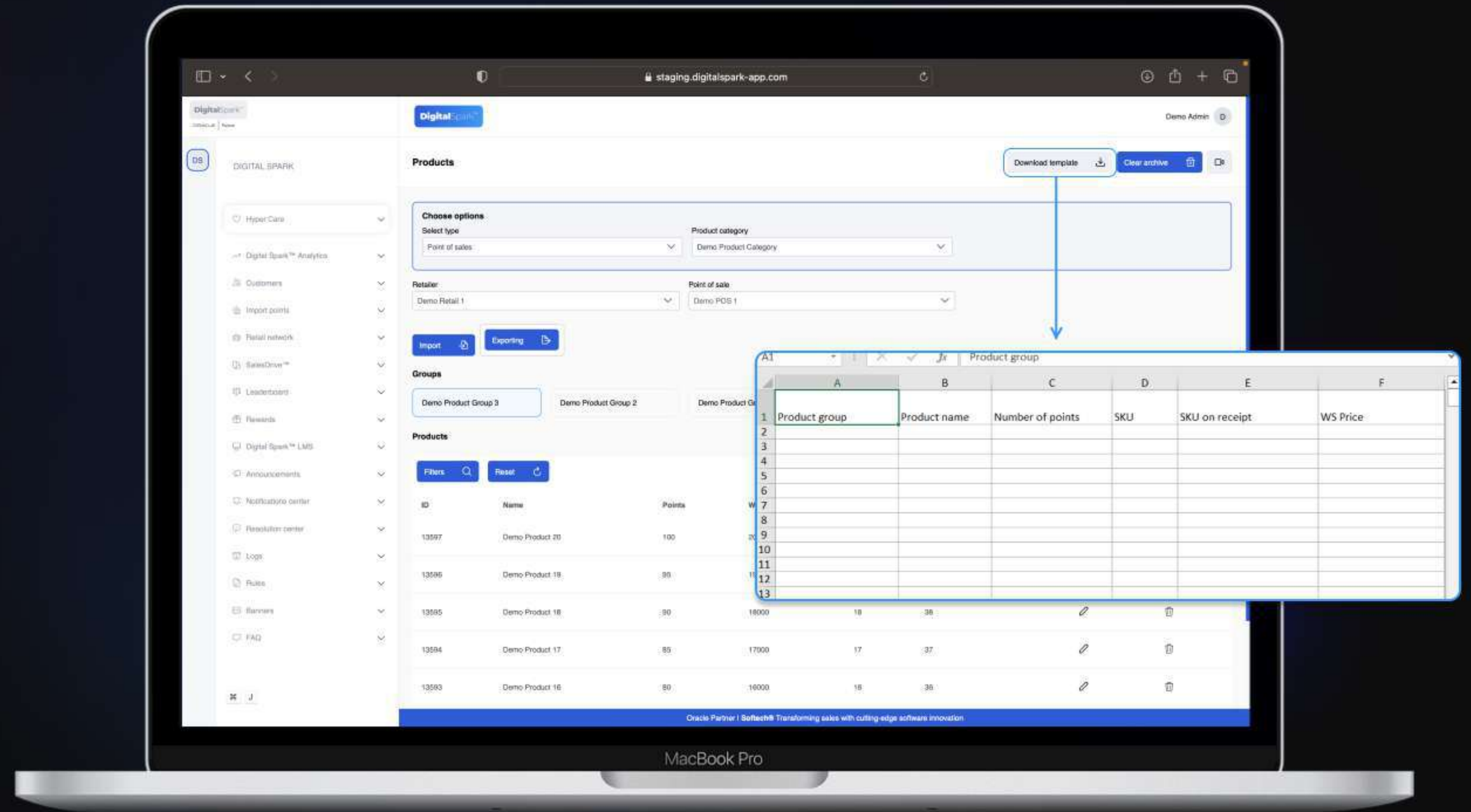
For import, you can download a template and fill it accordingly. You'll need: a list of Retailers, their Point of Sales and your choice of Sales report method, Percentage for managers and Leaderboard time period.

SCAN FOR
TUTORIAL



STEP 4: PRODUCT IMPORT

For import, you can download a template and fill it accordingly. You'll need: product group(s) (that you defined in Admin previously, list of products in each group, number of points for each product, as well as SKU, SKU on receipt (optional) and WS price (optional)).



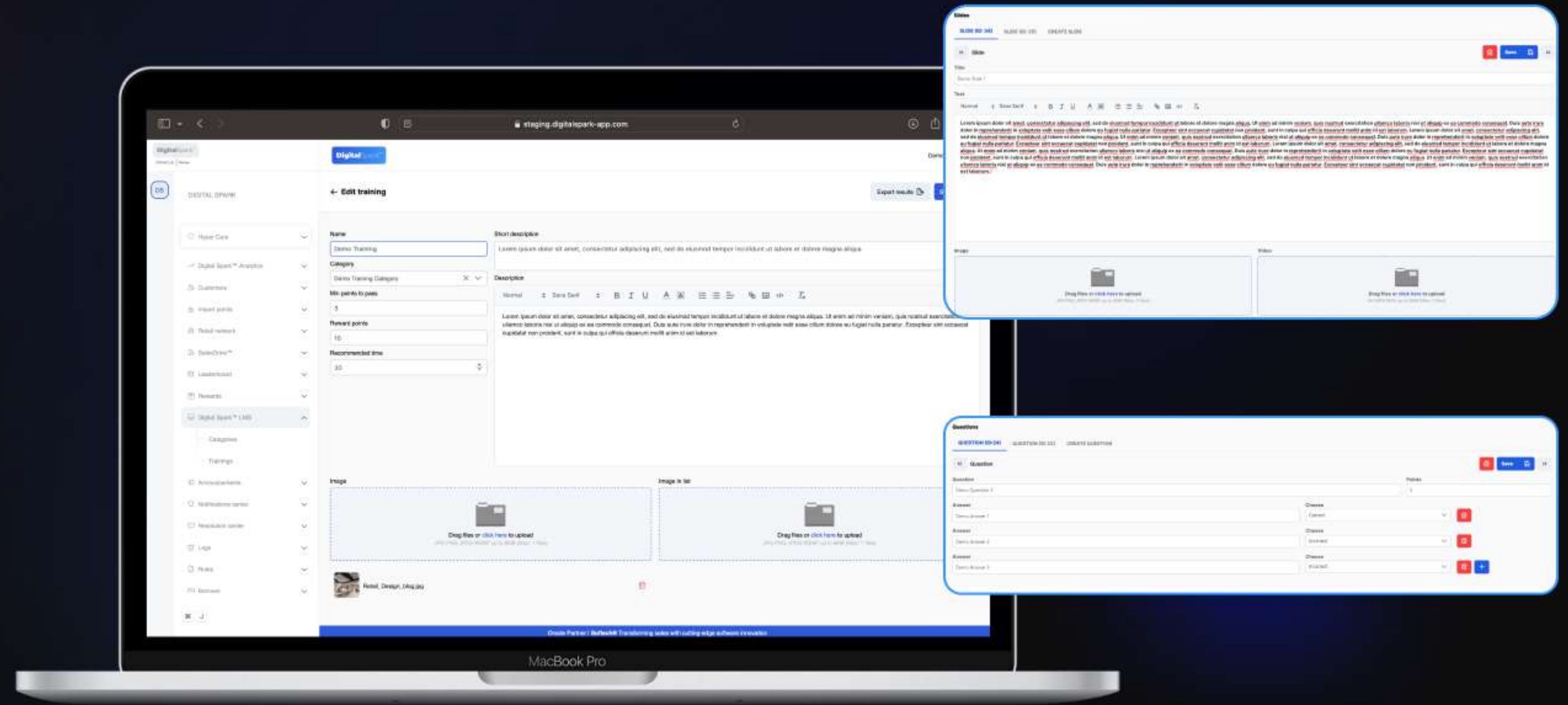
HOW DOES IT WORK

STEP 5: LMS (EDUCATION)

Education

Create Training Categories and Trainings, in form of education and quiz about your products.

SCAN FOR
TUTORIAL



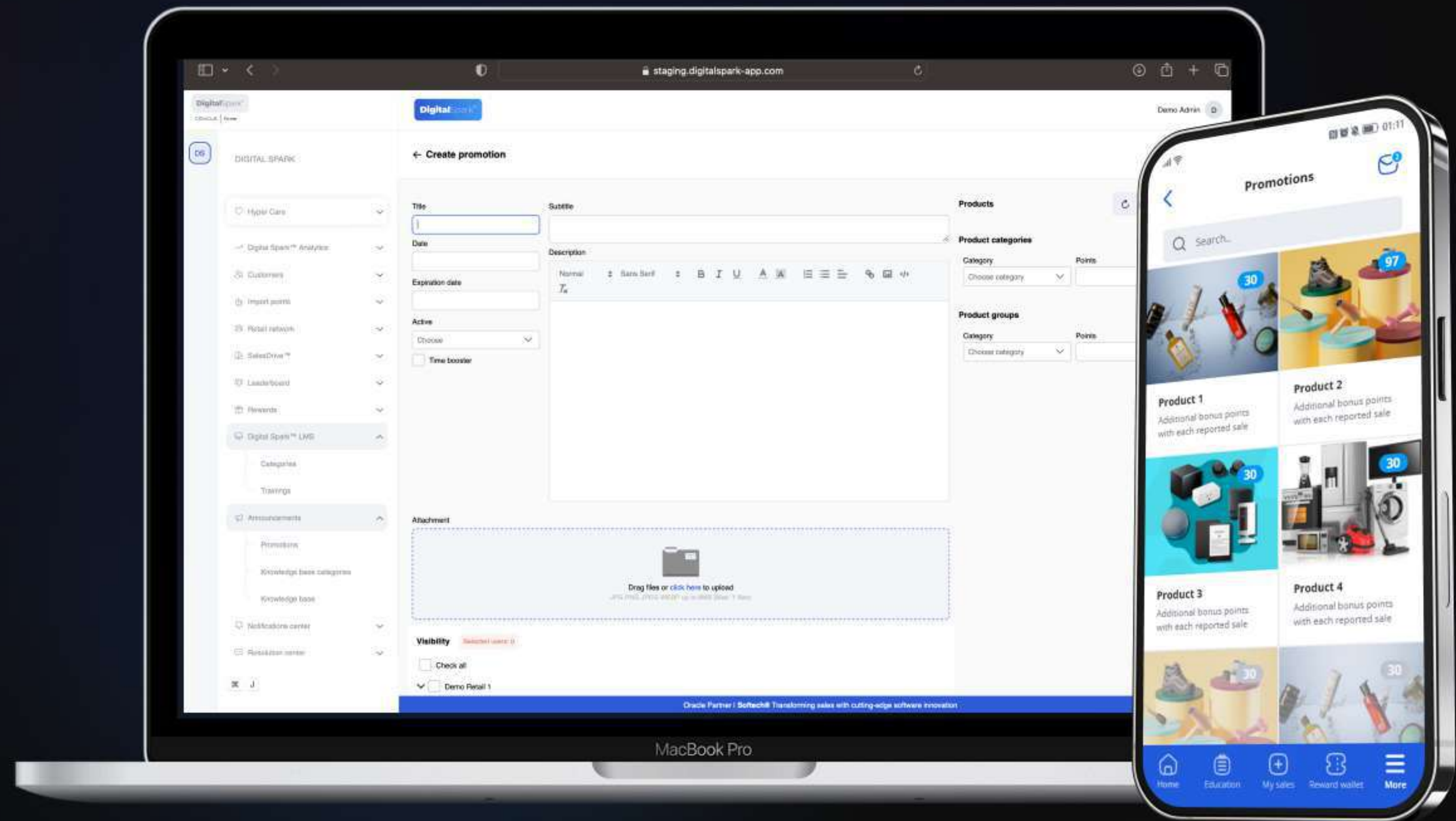
HOW DOES IT WORK

STEP 6: CREATE PROMOTIONS

Promotions

Create Promotions and highlight all the products you want to boost additionally for the selected period.

SCAN FOR
TUTORIAL



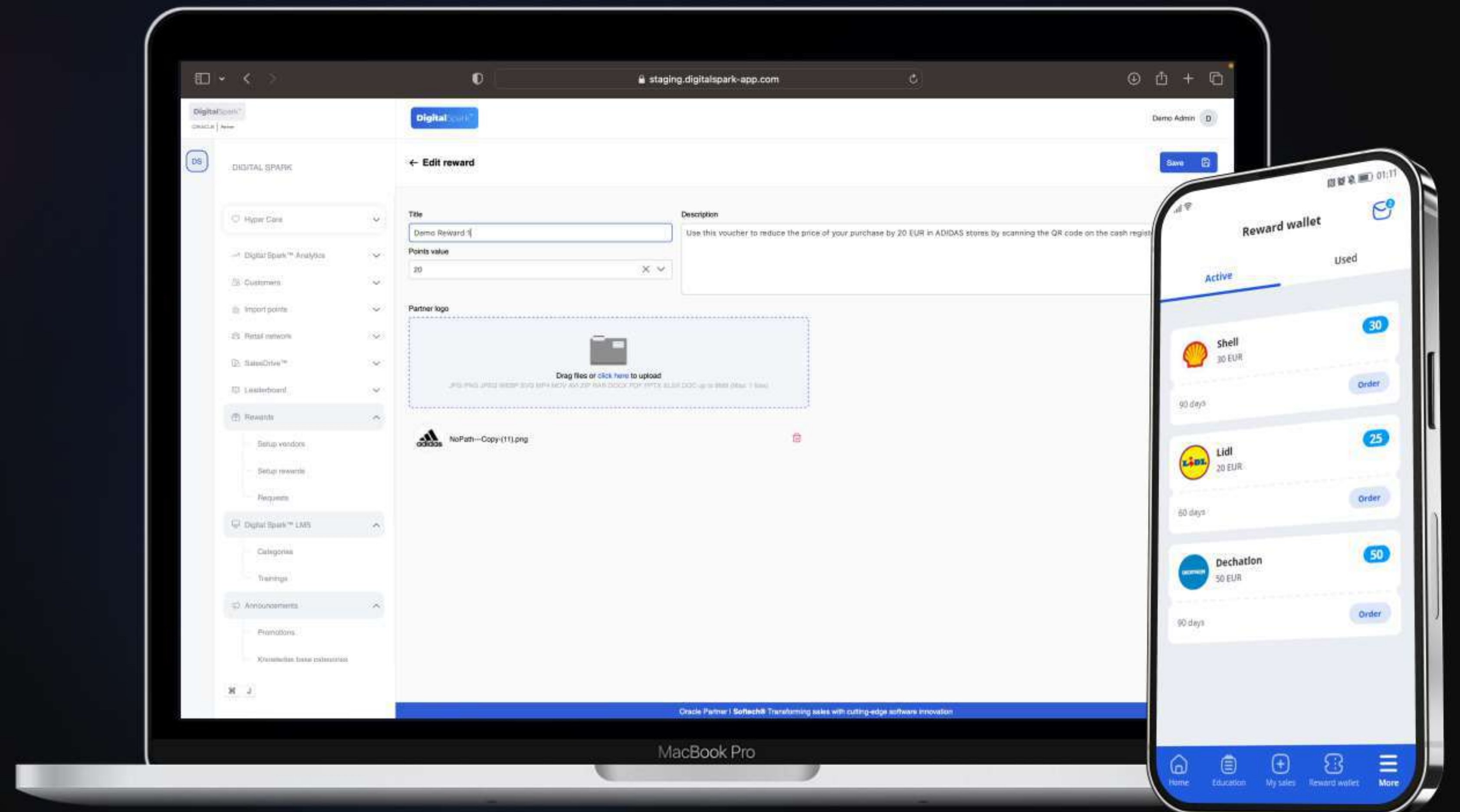
HOW DOES IT WORK

STEP 7: SETUP REWARDS

Deliver Rewards

Setup Vendors & Rewards and deliver Rewards to your frontline employees in their Reward Wallet.

SCAN FOR
TUTORIAL



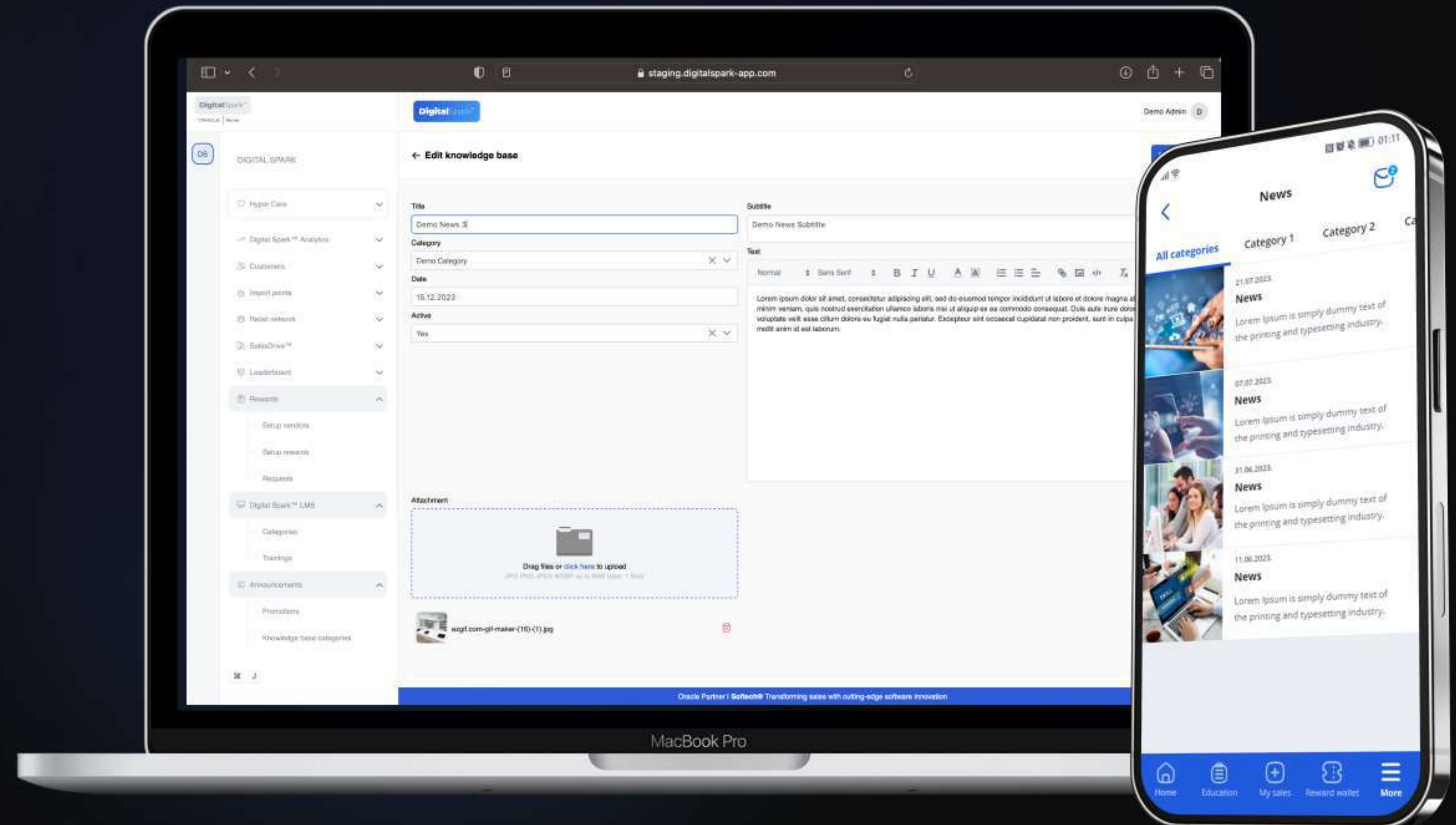
HOW DOES IT WORK

STEP 8: CREATE NEWS

News

Create News Categories and News, containing all the information you want to communicate to your frontline employees.

SCAN FOR
TUTORIAL

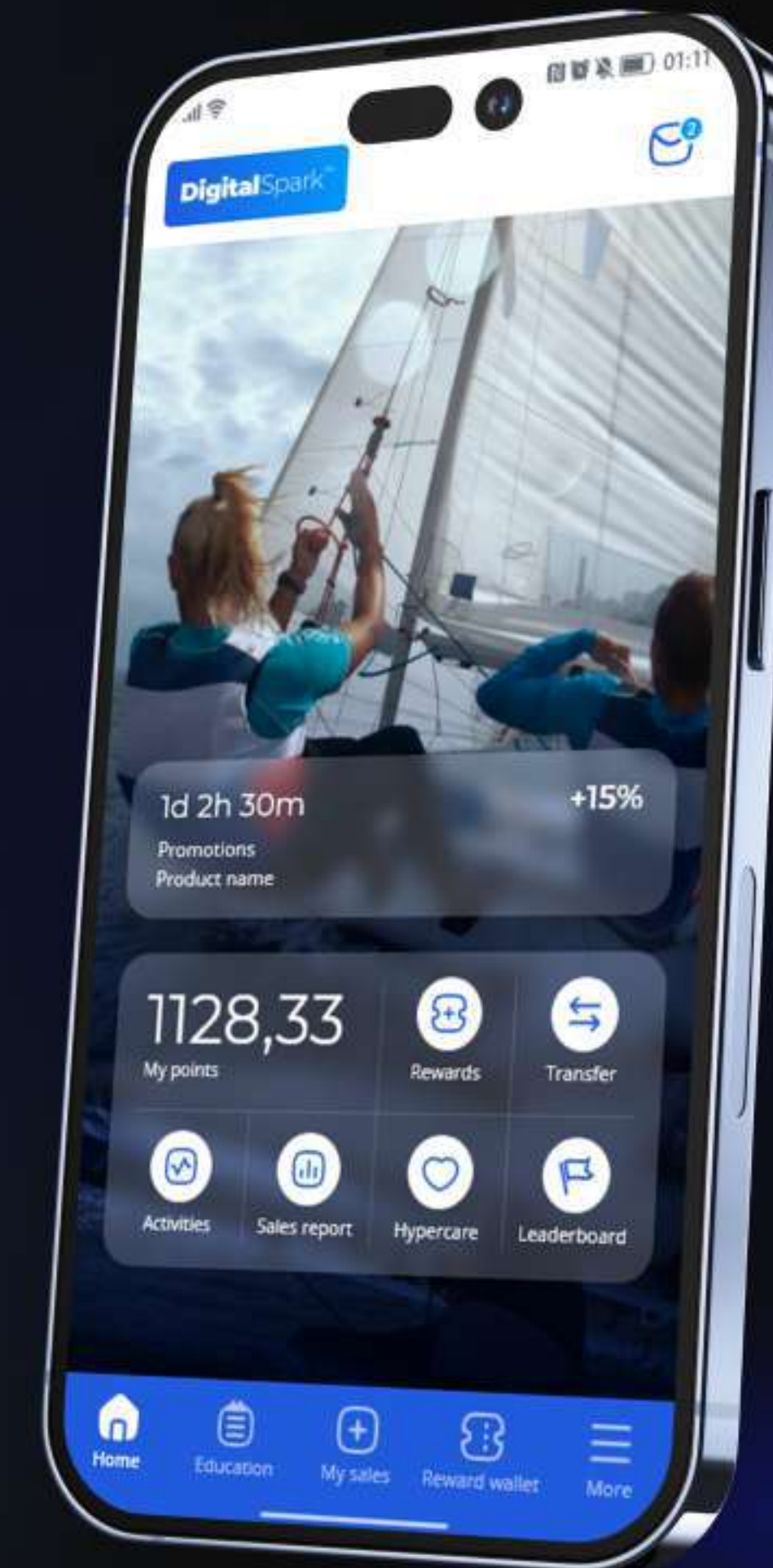




ORACLE | Partner

NOW YOU'RE READY TO BOOST SALES

LEARN MORE HOW TO MANAGE USERS





ORACLE | Partner

HOW DOES IT WORK

HOW TO MANAGE USERS

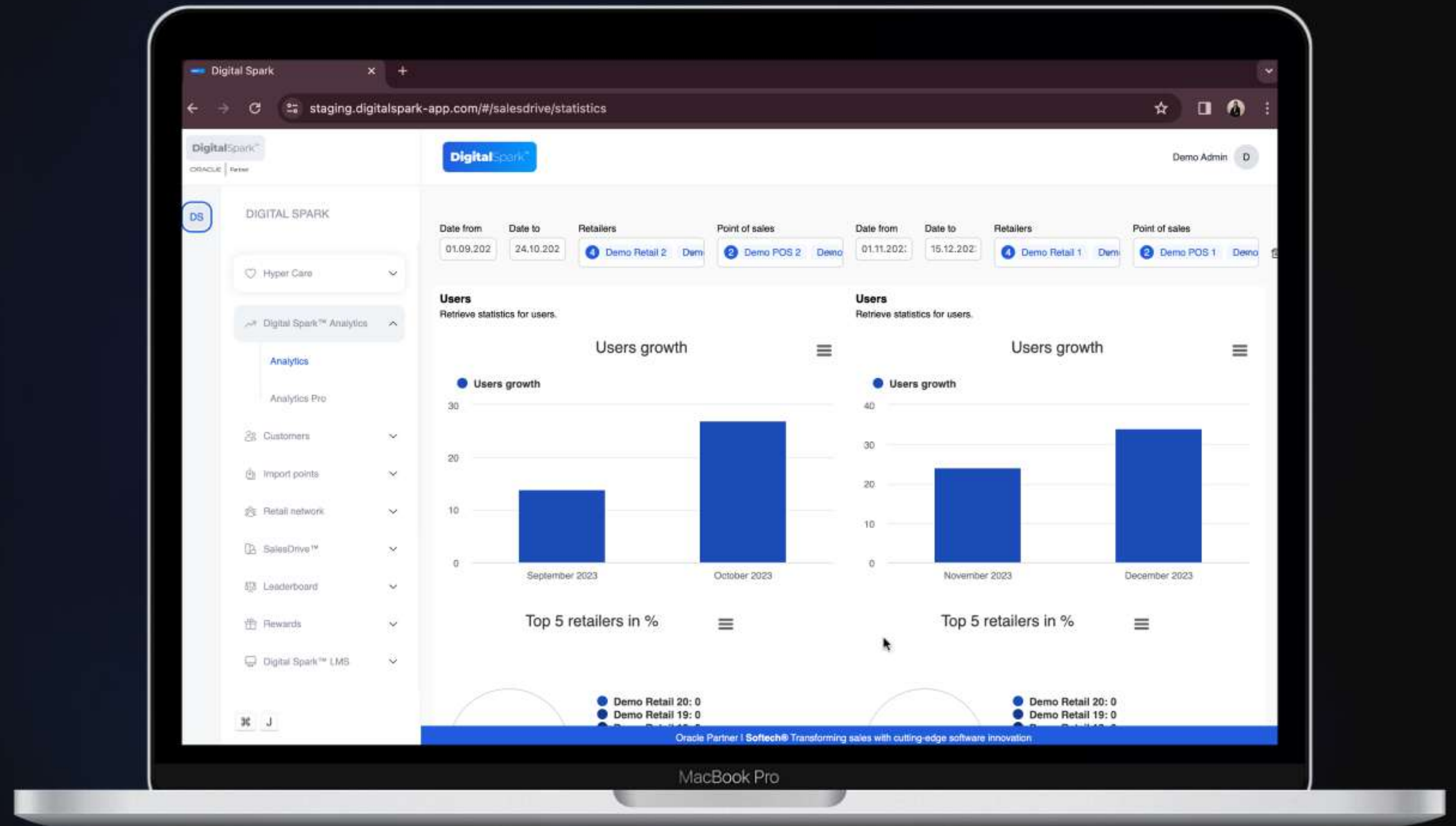
- 1 Track sales real-time
- 2 Manage Users
- 3 Manage sales reports
- 4 Ordered vouchers
- 5 Gamify your force
- 6 Engage community

HOW DOES IT WORK

ANALYTICS

Analytics Module

Process real-time sales data and make informed decisions. Get access to comprehensive reports, tracking performance metrics, and identifying sales trends. By understanding your data, you can optimize strategies, refine goals, and enhance overall productivity.



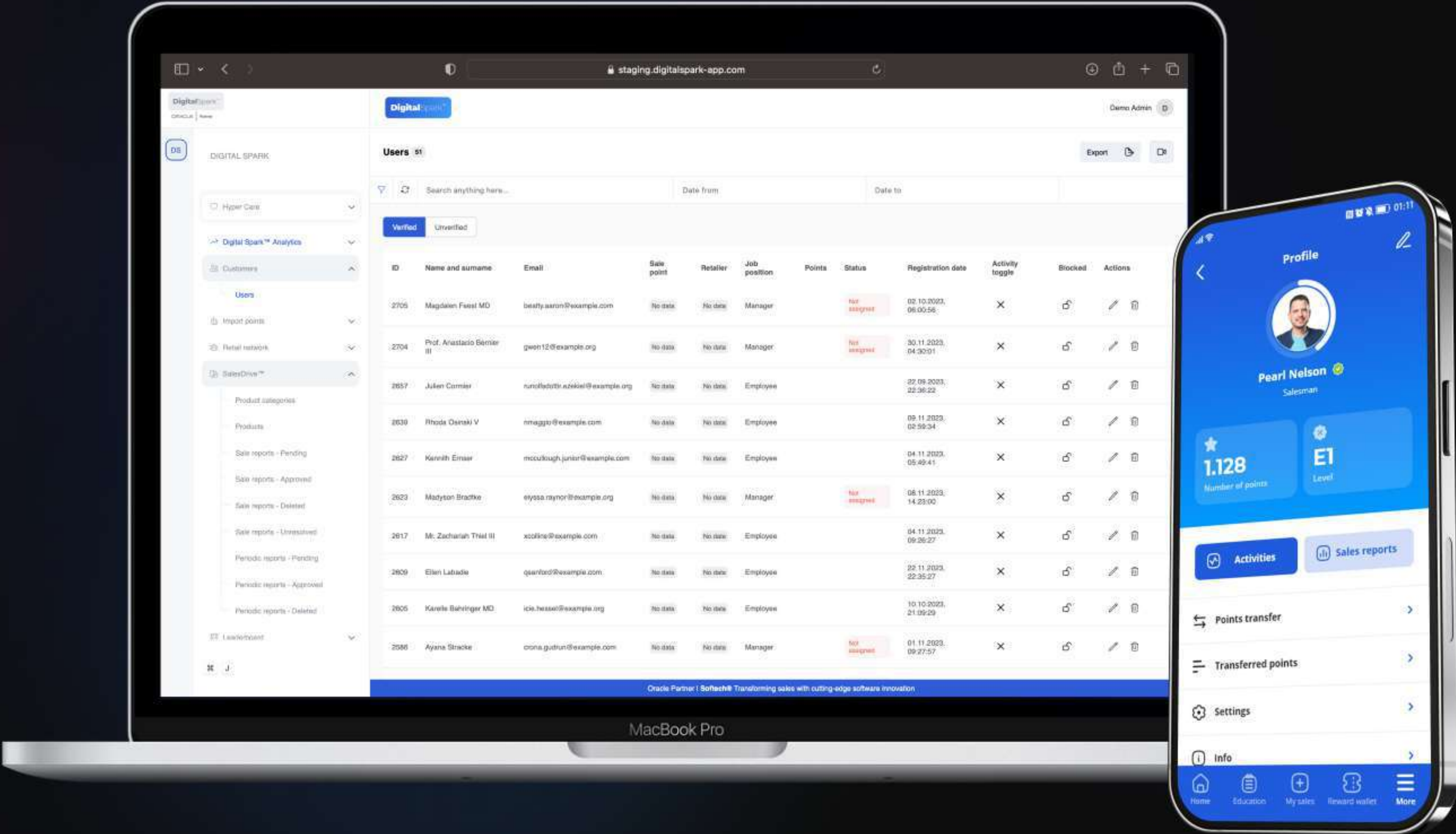
HOW DOES IT WORK

USERS

Manage users

Verify, remove and manage users. Have insight in their user activity, user information and retail position.

SCAN FOR TUTORIAL



HOW DOES IT WORK

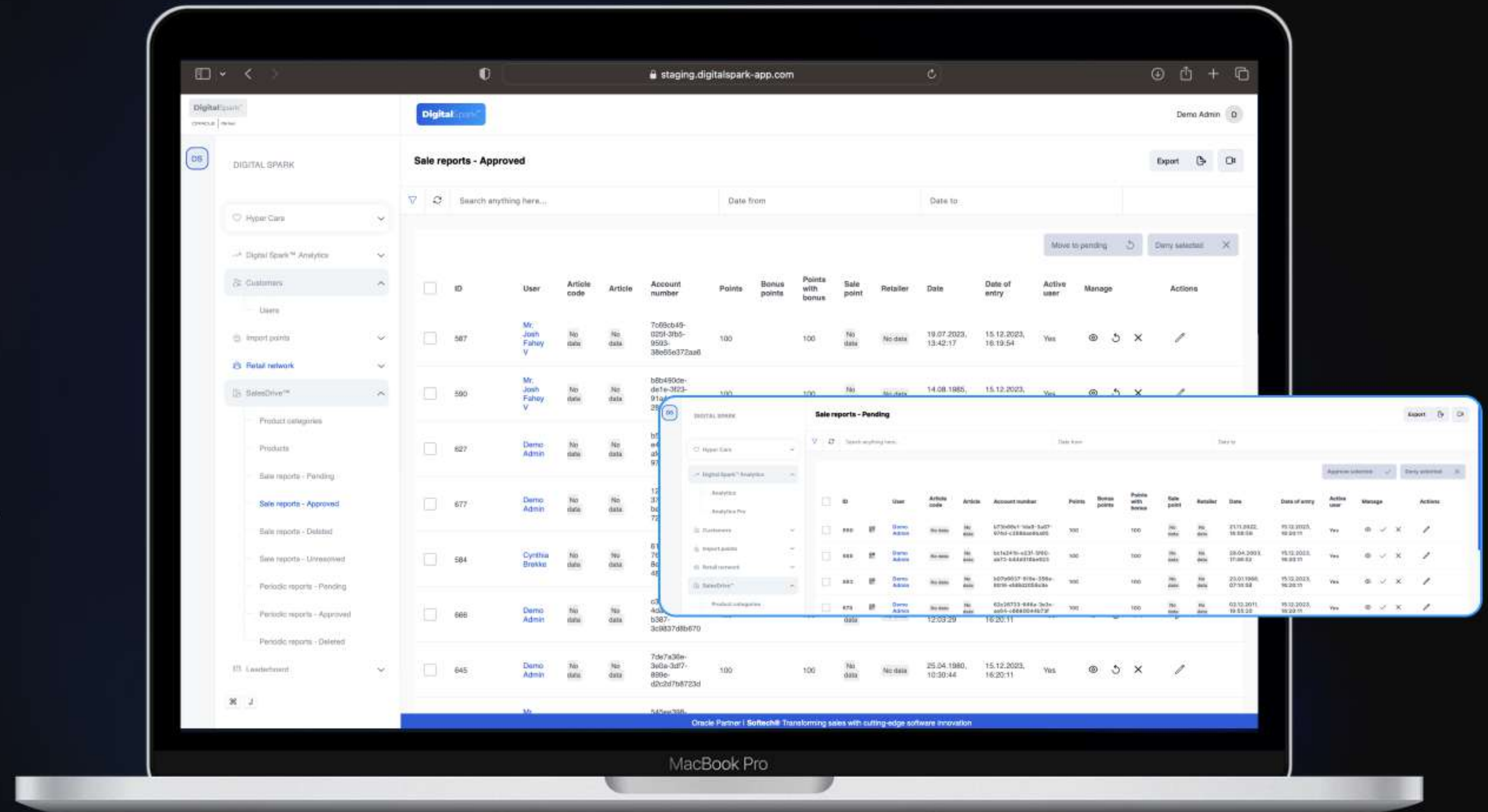
SALES REPORT MODELS

Sales report models

1. Manual
2. Automatic
3. Periodic sales report
4. Combined

Pick your choice and watch your sales grow!

SCAN FOR
TUTORIAL

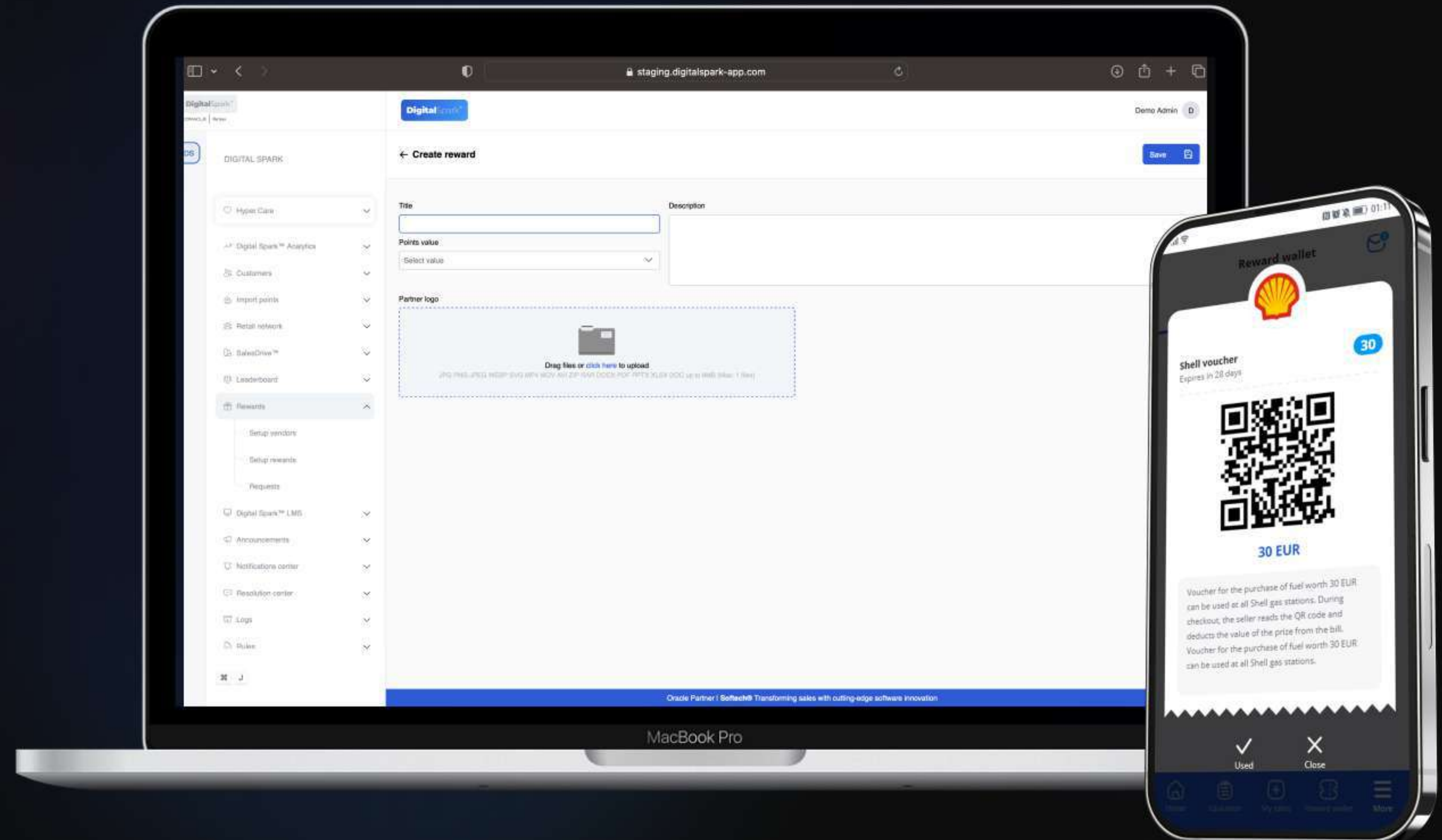


HOW DOES IT WORK

VOUCHERS & GIFTS

Deliver rewards

Set vendors & gifts for your front-line employees to order, and deliver them to their user profile in the mobile app.



SCAN FOR
TUTORIAL



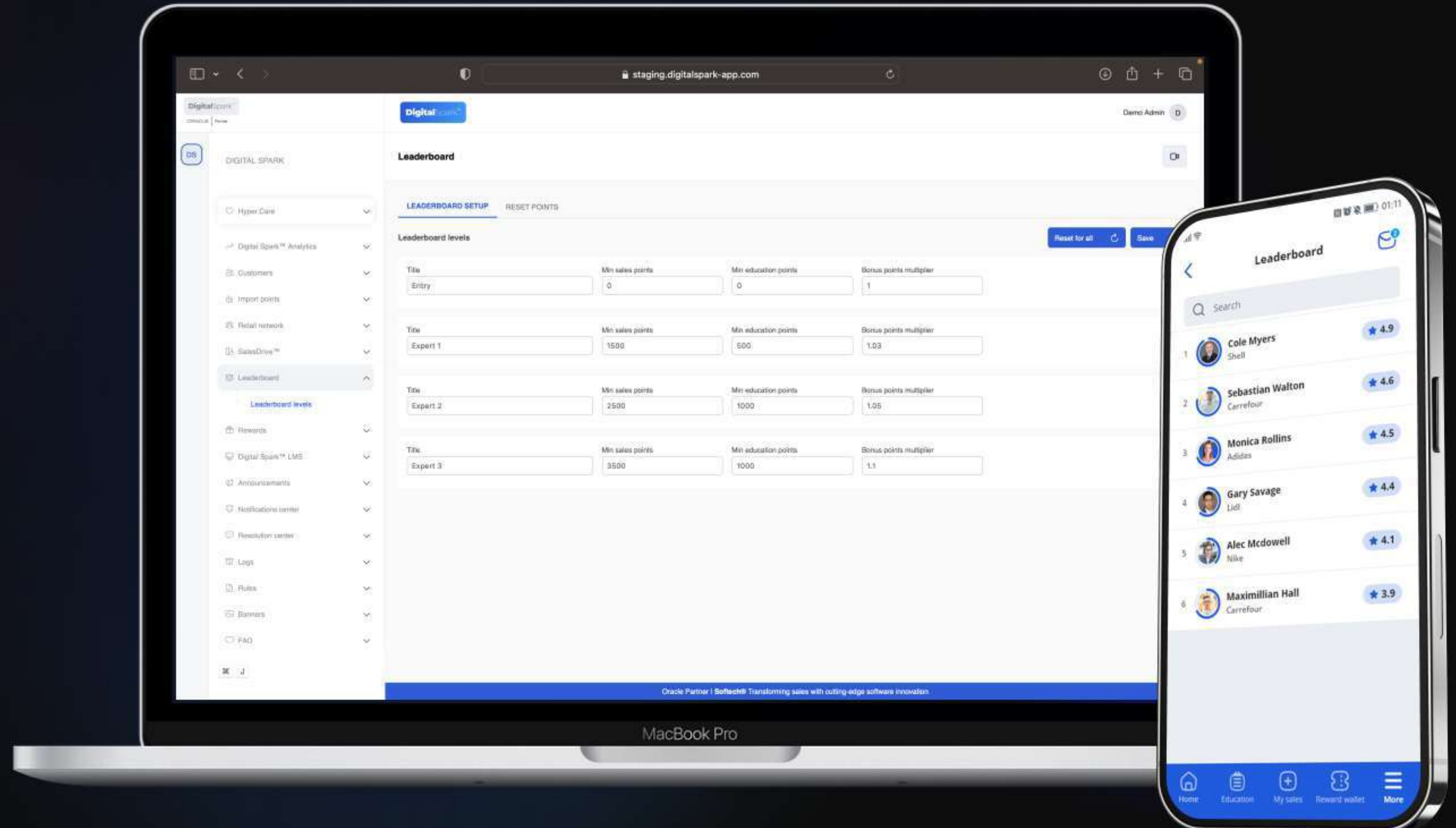
HOW DOES IT WORK

LEADERBOARD

Leaderboard

Rank the front-line employees from the same POS and track the progress; the rank depends on education and sales level.

SCAN FOR
TUTORIAL



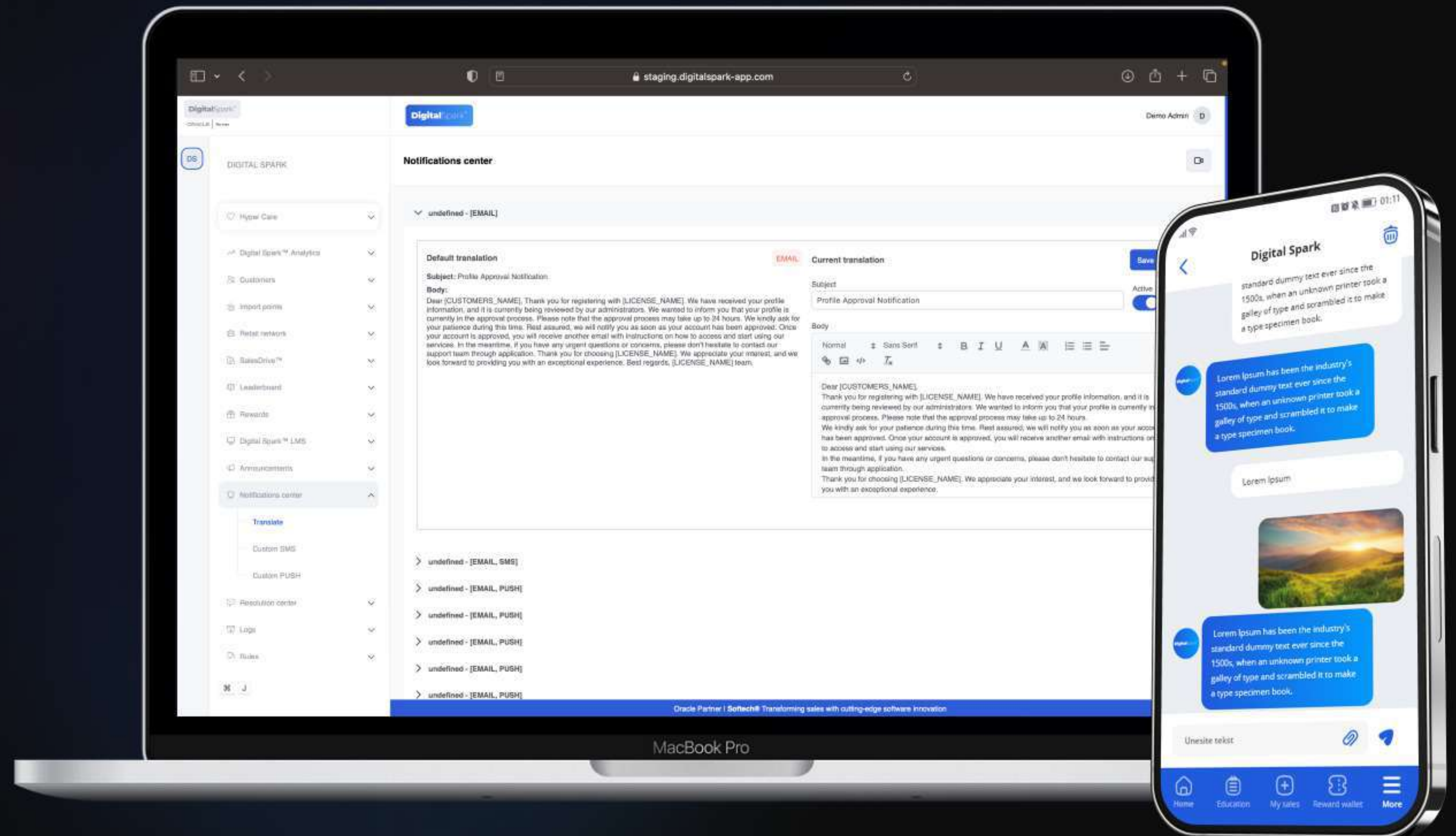
HOW DOES IT WORK

COMMUNITY

Stay in touch with your front-line employees

Build a community with your employees, notify them about anything through push notifications and have access to their direct questions and suggestions through Resolution center.

SCAN FOR TUTORIAL





ORACLE | Partner

CONTACT US FOR SUPPORT

support@softech.es

Deloitte.
50 | Technology Fast 50
2024 CE LAUREATE