

POS (Point of Sale)

OVERVIEW:


The NehaNet POS solution allows you to upload sales data from your channel partners including distributors and third party resellers. By integrating key channel and sales information such as end customer, part, price, quantity, inventory and shipment information, you can align your field sales forecasts and production plans to accurately meet product demand to achieve revenue targets while minimizing inventory exposure.

“We needed to accurately align our field sales forecasts and production plans, NehaNet brought us the solution.”

BUSINESS BENEFITS:

Smart Channel Management

The NehaNet POS Solution can help you stay on top of channel sales activity, inventory positions and current backlog, so you can effectively drive tactical and strategic plans to maximize revenue opportunities, avert potential customer conflicts and take advantage of channel integrity.



Invoice Backlog #	Channel	Invoice Backlog Date	Part Number	POS Qty	Last Updated
1125	Distribution	Nov 12, 2006	VW0011	250,000	Jan 31, 2007
1136	Distribution	Oct 8, 2006	VW0011	300,000	Jan 31, 2007
			VW0011	1,000	
			VW0011	1,500	
			VW0011	300,000	
			VW0011	1,800	
1132	Distribution	Dec 12, 2006	VW0011	1,300	Jan 3, 2007
			VW0011	1,400	
			VW0011	1,800	
			VW0011	1,300	
			VW0011	1,400	
			VW0011	2,000	

Boost Customer Satisfaction

Understanding channel partner activity will help you identify your customers, understand their purchasing patterns, manage inventories effectively, apply contracts and quotes appropriately, preempt price discrepancies and ultimately enhance customer satisfaction.

“We can manage inventories effectively, apply contracts appropriately and preempt price issues.”

Maximize Revenue

With key channel data in hand, you can develop product plans and demand creation strategies that target key channel partners and large customers with products and parts that generate higher margins with faster velocity.

Management Control and Visibility

Know where your products are in the channel at any point in time with the click of a button. Your management team should not have to wait for periodic conference calls or for spreadsheets to be emailed. Get the data you need now so you can take action.

