tecalis

Simple and easy-to-implement tools for sales teams

ONLINE, FACE-TO-FACE AND TELEMATIC CHANNELS

Efficiently managing your channel network in competitive markets **and motivating** your teams **is essential in today's economy**. Fortunately, **we have approachable tools to boost sales efforts**

A challenging background

80%

less time spent by the customer to finalize an online/face-to-face **contracting process** in channels **with new digital tools**

4/10

potential customers say they have abandoned purchasing or contracting **processes due to bureaucracy or lack of time**

52%

sales agents are demotivated due to lack of product information or difficulties in performing their tasks

3 steps to create functional sales channels

1

Design a sales organization adapted to the market. **Visualize and analyze your data** to shape your strategy

2

Motivate your own or indirect **staff with simple and powerful tools** to make the commercial work agile

3

Don't keep an increasingly demanding **user waiting, offer an omnichannel experience** and build loyalty

Structure your network

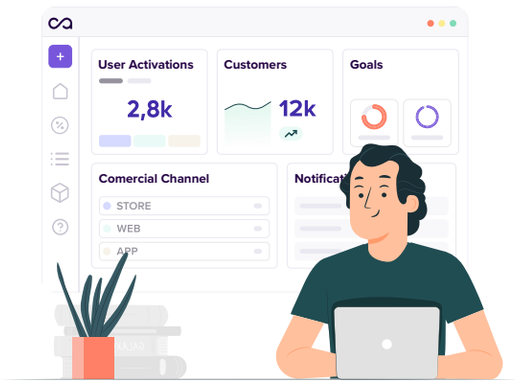
First, **design a global sales strategy** and then **hyper-segment** by adapting **your approach** to each commercial area. **Connect** the business operations **with those who activate the market**

Ideas

- **Create an efficient organization** and be effective
- **Set sales targets** by PoS and agent
- **Manage merchandising correctly**
- **Connect all your systems** on a single platform

Functionalities in your Sales Hub

- **Administration portal for managers**
- **Quick and easy activation** of new PoS on and off
- **Real-time display of data** from the entire network
- **Statistical and heat maps** with GMaps

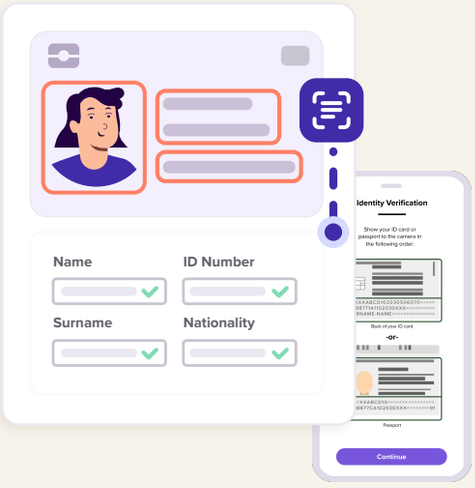


Motivate your teams

Training, informing and providing the best tools to sell to your sales agents is a guarantee of success. **In direct contact with the customer, listen to them and analyze their conclusions**

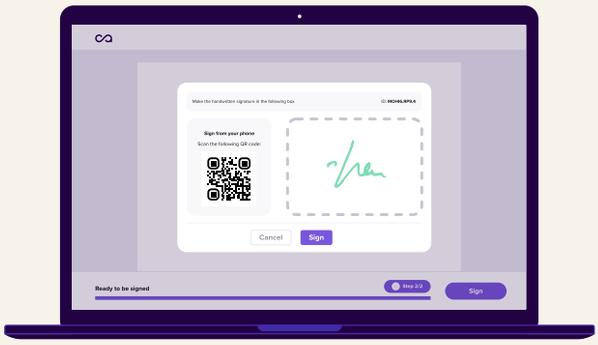
Ideas

- Perform **frictionless onboarding**
- Creates **customized commission programs**
- **View your progress and set up alerts**
- **Send them** marketing and product **information**



Functionalities in your Sales Hub

- **Automated product configurator**
- **System to close contracts** in just a few clicks
- **Automated identity documentation** collection
- **PoS stock and back-office management**



Improve your customers' experience

Both potential and loyal **customers demand ease and autonomy**. **Automate flows** so that your teams can focus on meeting their needs **and offering them the products that best suit them**

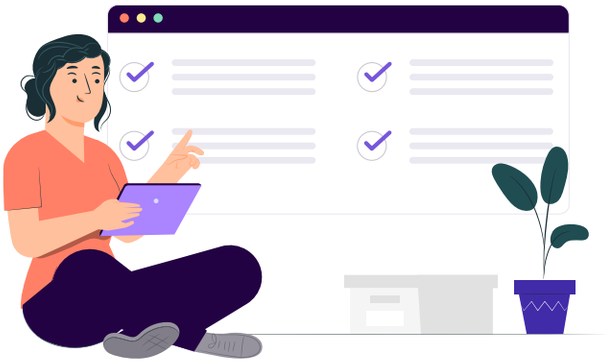
Ideas

- Offers a **customized product** according to your profile

Funcionalidades en tu HUB comercial

- On-site and remote **digital contract signing**

- **Request feedback with satisfaction surveys**
- **Avoid dropouts** by limiting steps in any process
- **Do cross-sale** right after activation



- **Secure and convenient** payment and checkout
- **Advanced anti-fraud security**
- **Agile management of after-sales incidents**

Technology inside the new sales tools

Modern, **competitive business structures operate** efficiently and effectively **thanks to Hubs that integrate** a range of **technologies and tools that allow everything to be done from a single location**

Solve complex operations in seconds and focus on selling

Unified management of channels, sales teams and customers.
Opt for **solutions that include the new standard applications** in sales management:

KYC Identity Verification

Register and **onboard new customers** in seconds in a compliant manner in **any market and on any medium**.

Electronic Signature

An agile and legally binding purchase or contracting process that allows the automatic activation of the services or the shipment of the product.

OCR/KYB document processing

Prevents the customer from having to write **pre-filled forms automatically** when scanning and validating their documents.

RPA Automation

Forget about repetitive tasks and let **artificial intelligence** work for you in **report generation or sales analysis**.

Up-to-date sales portals

Design your online point of sale with the integration of the best of the Sales Hub. Allow your customers to **self-activate their services with real-time APIs**.

Functionality modules

Configure the platform **to suit the nature of your business** and the most relevant day-to-day use cases. **Do more, easier and faster**.

No great investment required and up and running in days!

Thanks to **SaaS systems in pay-per-use format**, you will be able to **use these tools without large upfront investments**. It will be **already linked to the rest of your applications** and systems.

With **zero impact on your IT teams**, you won't have to wait or cripple your business to get up and running with **lower cost per acquisition and higher performance capability**.

Results of those who have adapted

Those telco players that have transformed their sales and procurement operations **with SaaS tools and Commercial Hubs** are experiencing **global benefits**:

38%

Increase in the % of orders with cross-selling

Increase in ARPU thanks to the increase in cross-selling.

76%

Reduction in operating costs

Reduction in the cost of personnel and resources allocated to the management of commercial and after-sales operations.

83%

Reduction in training expenses

Reduction in investment in on-site team training.

Ask our experts for a demonstration →