Radius360 SFA

The Radius360 Sales Force Automation application is a client and web-based remote order entry solution that improves sales rep productivity, increases revenue, improves order accuracy, and reduces operating expenses. Radius360 SFA runs on iOS, Android, and Windows operating systems; connected or disconnected. Radius360 SFA offers the following capabilities:

- Call Plan and Territory Management
- Sales rep note taking to manage customer sales activity
- Customer specific Order Guide with frequently ordered products
- Order Guide status "icons" for low or out of stock items
- By the Glass Calculator (BTG), images, testing notes, etc.
- Account specific sales data including MTD, QTD, YTD, and LYTD
- Category search by product description or product number
- Product search by price range, division or wine rating
- Accounts Receivable invoice details by account or all open
- Accounts Receivable invoice collection
- Order options to identify samples, will calls, etc.
- Message Center communications to field sales from management
- Management defined surveys with variable question formats and completion