



ReMAP™ is a SaaS portfolio of solutions designed to transform a business into the Digital economy. It has three basic tenets – **BUILD**, **OPERATE** and **MEASURE**

ReMAP BUILD establishes a company's digital infrastructure with the setup of products and services, master data, campaigns and commerce online.

ReMAP OPERATE, covers all aspects Lead acquisition, Lead Management, Sales Presentation, Pricing and Selling and Fulfillment of Materials and Labor to complete projects. It addresses entire business operational workflows.

ReMAP MEASURE facilitates ongoing measurement of business performance through specific metrics and dashboards.

PORTFOLIO

Build

- Master Data Management
- Digital Presence
- Product Catalog
- Campaign Management
- Product Advisor
- Visualizer/Designer
- Ecommerce Framework

OPERATE

- Lead Management
- Sales Management
- Pricing And Configurator
- Fulfillment Management
- Foreign Trade Management

MEASURE

- Operational Analytics
- Marketing Analytics
- Loyalty Management
- Customer Segmentation
- Predictive Modeling

BENEFITS

- DRIVE LEAD FLOW
- INCREASE CONVERSION
- GROW SALES
- FULFILL EFFICIENTLY
- ANALYZE BUSINESS

www.remapweb.com

Solution Approach

Our solution approach

- Leverages pre-defined templates and models
- Is tailored to interface with various incoming feeds
- Generates plans, views and reports that are actionable

Advantages of the approach

- Provides the ability to capture and track plans, day-to-day operations and performance causal factors in an integrated fashion
- Bottoms-up plans and methods as opposed to tops-down plans that are inherently sub-optimal
- Facilitates model upgrades to adjust to changing circumstances
- Keeps the Total cost of Ownership of the solution (TCO) of the solution low

WORKFLOW DESIGN

Planning

- Setup
 - Products, Prices and Promotions
 - Resources (Managers, Reps)
 - Territories, Map Mgrs to Territories
 - Lead Disposition, Sales Codes
 - Material Catalogs, Prices, Labor Rates
- Define Resource and Territory hierarchies

Execution (Run Module)

- Enter leads manually
- Upload (activate) purchased leads
- Search/sort/view leads by various parameters
- Assign leads (bulk and individual) to Representatives
- Disposition leads (Sale, Pitch-No-Sale, No-Response), along with reason codes; Set up a sale transaction (products, price, etc)
- Issue a Purchase Order to a materials supplier
- Set up a job; Track a job thru various stages

Monitoring

- View Business Performance
 - By Product, By Territory, By Resource
 - By Period (Day, Month, Qtr, Year)
- View Commonly required metrics and ratios
 - Sales Conversions, Retentions
 - Install Cycle times, customer service levels
 - Revenue per period, per resource..
- Causal Analysis for Sales, Pitch-No-Sales
- Filter, Sort, Drag and Drop fields to view
- Ease of management decision making and operations tracking

Solution Administration/General Features

- Role based Access Control
 - Administrator, Sales Manager, Install Manager, Business Owner
- Web Based deployment
- Upload/Download from/to Excel
- Easy setup/Solution as a Service
- Online video help

Deployment Methodology

	M1	M2	M3	M4	Months 5+
Solution Configuration					
Pilot Solution					
Process Change, System Integration					
Implementation Rollout					

Shown here is a typical implementation cycle – short, systematic, yet comprehensive

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