Force

Field Sales Excellence Platform

SFA/SFE
Sales Force Automation and Excellence

eDetailing
Product detailing

FForce

Field sales excellence platform; dynamic web based solution, also available on cloud and mobility, specially designed for Pharmaceutical, FMCG, CPG, Food & Beverages industries.

FSIS
Field Sales Information

PRM
Patient Relationship management

COMS
Customer Order management

DMS
Distributor management

Why FForce?

- Automation of non-selling activities improves productivity
- Tracking of field force movement through geocoding validation
- Better market execution and retailer impact
- Increased sales revenue
- Better width and depth of distribution
- Better user acceptance
- Better and faster decision support system
- More satisfied customers
- Enhanced brand value

FForce - Field Sales Excellence Platform

SFA/SFE
Supercharged field force

- Tour Plans and Daily Calls with geocoding
- Timesheet management
- Auto expense generation based on daily calls
- Camps and Clinics management
- Coaching management
- Quiz management with knowledge sharing
- Custom call page and Custom reports
- KPI view at regional/country level

FSIS
Smart sales reports

- Visualize and explore data
- Territory-wise, Player-wise, location-wise sales details
- Birdseye view with interactive Dashboard
- Live sales status
- Actionable sales insights
- Interface with PharmaNET, SAP, Microsoft NAV, AX ERP
- Voice Assistant

COMS
Accelerated Order to Cash cycle

- Work flow for order approvals and processing
- Excel/Flat file interface ERPs
- Dynamic Dashboard and Sales alerts (email, SMS)
- Sales details on Invoices, Sales returns and Territory Sales details
- Linkage between Pharmacist/Healthcare professionals, Fieldforce
- Supports various Data Flow models like
  - Stockist – Depot
  - Customer – Stockist – Depot
  - Fieldforce – Customer – Stockist – HO – Depot

eDetailing
Novel product promotion

- Visual aids library/Reference documents
- Custom presentation packaging
- Customer/Product planning
- In-clinic information

PRM
Connected healthcare

- Streamline and automate effective communication
- Order booking (product orders)
- Auto Reminders/Scheduler for product purchase
- Tracking of Medication History
- Scan QR code for product details or directions for use
- Patient Portal

DMS
Streamlined, Automated distribution channel

- Inventory management
- Order management & tracking
- Demand forecasting
- Smooth Returns and Replacement
- Revenue management and Credit control
- Interface with ERPs
- Custom business intelligence (BI) tool
- Control driven Scheme Management
- Three-level sales process for controlled invoice process

Other Products

PharmaNET - Sales and Distribution
pharmanet.sarjen.com

- Sales & Distribution
- Inventory Management
- Demand Planning & Supply Chain Management
- Accounting - Collection adjustment
- Expiry management
- ERP connectors
- India, Europe, USA specific deployment

PvEdge - Drug Safety Database
pvedge.sarjen.com

- 360^0 pharmacovigilance solution
- Post marketing, Clinical, Medical devices, Vaccine, Veterinary Pharmacovigliance
- E2B R2 and R3 compliant
- With Literature automation, Signal detection
- Ethics committee functioning
- SAE management, xEVMPD, Product License management, etc.

QEdge - Enterprise Quality Management System
qedge.sarjen.com

- Quality processes automation (CRF,Deviation, Investigation, CAPA, OOS, OOT, Audit, etc.)
- Document control (SOP, Specification management, Other documents etc.)
- Training records keeping and management

BizNET CTM - Clinical Trial Management
biznet.sarjen.com

- Complete Clinical Trial management for CROs
- Project tracking and monitoring, eCRF/EDC
- Biometric volunteer registration, Medical screening
- Medical coding, Clinical LIMS, BA LIMS…

Process XE - Electronic Batch Records
process-xe.sarjen.com

- Covers entire cycle starting from MPCR preparation to approved BPCR archiving
- Managing related SOPs, equipments' validation and calibration status
- Compatible with devices and OS - helps in utilizing Process XE on shop floor

KnowledgeNET - Dossier Publishing & Management
knowledgenet.sarjen.com

- eCTD Publishing and Lifecycle viewer
- CTD/Paper Submission
- RIMS
- ISO IDMP
- SPOR Database
- APQR

About Sarjen

- Journey of IT consulting for business and technology since 1998
- Domain expertise in Pharmaceutical, Life Science and other domains
- Subject Expertise in SCM, CRM, SAP, QMS, PV, Clinical, eCTD and MES
- Client presence in 50+ countries; mainly in UK and rest of Europe
- Partnerships with Microsoft, Apple, Amazon, Azure
- Members of, Nasscom, Gesia, Pharmexcil
- Proprietary Technology Stack
- Proficient in cGxP, Part 11, GDPR compliance
- In-depth knowledge of Computer System Validations (CSV)

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