

Mobile • Adaptable • Integrated

Field Assistance for Sales Teams™



Transform Field Sales to Increase Revenue

For field sales teams, wasted time is revenue lost. More time selling positively affects profits; however, there are countless sales tasks that consume time without having a direct impact on revenue. Transportation between prospect locations, endless data entry and product research, as well as repeat customer interactions to secure a signature all absorb valuable time.

Our enterprise solution empowers each of your field sales reps with a mobile command center. Each member of your sales team can optimize routes and execute a seamless lead-to-order sales process 100% in the field. Sales managers also benefit from real-time visibility into key sales and performance metrics.

- Improves Customer Experience
- Reduces Administrative Time Loss
- Increases Sales Process Visibility

Field Assistance for Sales Teams™ gives your sales force everything they need to succeed from the road using only an iPad. Our proven enterprise mobility solution connects your data in an easy-to-use cloud computing platform to maximize sales success.



PLAN



TRACK



AUTOMATE

Field Assistance for Sales Teams™ by Acumen Solutions is a truly mobile solution. Scalable and secure, this application creates a seamless user experience that enables field sales teams to geo-target, configure price-quotes, accept customer e-signatures, and submit orders on the go.

FAST™ is a customizable, native enterprise app that can be used anywhere. FAST™ can help sales teams:

Improve Sales Efficiency

From lead capture through order fulfillment, sales reps can more easily manage the entire sales process by providing seamless end-to-end customer service

Increase Customer Engagement

Customers prefer focused one-on-one customized attention. Using a tablet to complete a sales will convey professionalism and personalization

Boost Sales Rep Productivity

Mobilizing your workforce will mean eliminating travel time between offices and repeat customer visits. Recoup lost hours spent manually researching and entering information.

Gather Management Insights Faster

Real-time visibility into key sales and performance metrics enables managers and reps to keep a pulse on pipeline activity

Transformative Solutions



Chatter is Salesforce's enterprise social network that connects staff with the files, data, and experts they need across all platforms. Through Chatter, employees can share information,

ask questions, post ideas, and get real-time responses from individuals within their organization.

Chatter enhances collaboration and productivity by connecting facilitating knowledge exchanges across the organization.



Salesforce1 provides instant access to everything you need inside Salesforce on-the-go. Salesforce1 allows you to create and edit documents in the field, stay current with live data feeds, and

manage leads, contacts and opportunities through mobile devices.

Proven ROI

- 10% uplift in unit sales
- 30% fewer repeat customer visits
- 11% increase in customer facetime
- 94% reduction in lead assignment time
- 67% reduction in time spent tracking reps



IMPROVE CUSTOMER
ENGAGEMENT



SPEND MORE TIME
SELLING



DEVELOP GREATER
INSIGHTS

Who We Are and What We Do

Clients choose Acumen Solutions for one simple reason: our experience delivers success. Joining forces with our clients, our teams of strategists, subject matter experts, and engineers solve problems that can't be fixed by technology alone. We are a Salesforce Global Alliance Partner with exceptional customer satisfaction ratings in the Fortune 500 and public sector. Our clients achieve increased revenue, streamlined operations, and improved productivity, proving that our experience delivers success.

Contact Us

FAST™ is perfect for multiple industries, including: Cable, Government, Home Security, Media, Pharmaceuticals, and Telecommunications. To learn more about how Acumen Solutions can help your organization, or to schedule a live demo, please email us at fast@acumensolutions.com.