

[FACT SHEET] Dealer Management

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UshaComm's Dealer Management solution enables communications service providers to manage sales activities through agents, dealers, direct sales and other channels. Using Dealer Management, service providers can define and maintain their agreements with internal and external sales organizations. The application seamlessly calculates dealer compensation, sales commissions, adjustments, penalties and other financial transactions in a multi-hierarchical dealer environment.

Benefits

- **Greater Coverage:** Service providers can manage a widespread distribution of dealer networks so they can reach out to their customers with the ability to set up complex dealer and agent relationships within the network. The system can handle infinite numbers of dealers, sub-dealers and sales agents
- **Monitor performance:** The production of comprehensive reports, means the service provider can have a detailed view of dealer commissions generated in order to better monitor performance. The service providers can evaluate the dealers' efficiency and sales patterns. They can also attached sales agents to a group of dealers and monitor their performance on different parameters such as revenue generated, customer acquired, customers churned.
- **Increased visibility:** The service providers can form hierarchies as well as sales groups comprising dealers, sub-dealers, and sales agents to carry out sales operations to gain a better view of the value chain. Commission sharing percentages amongst the agents, dealers and sub-dealers can also be setup.
- **Encourage competition:** The service provider can offer promotional bonuses or impose penalties to dealers, based on their performance in acquiring customers, as well as retaining existing ones.
- **Improve cash flow:** service providers can now improve their cash inflow and cash outflow by having multiple frequencies of settlement cycles with dealers throughout the month.

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