



Order Management: fast, flexible, powerful

Agreements between OTC pharma companies and buyers seem to get more complex every year. Pricing can be based on volume, discounts, packaging, history, recurring orders, buyer groups, negotiated price lists and more. How can a sales rep keep track of everything and be sure to remain compliant with company policies?

ysura's Order Management has it all under control. The sales rep simply enters the order and can view the correct pricing in real time. Add the electronic signature and the order is on its way.

Of course behind the scenes, the management can maintain the price tables and calculation rules as

well as any negotiated prices and discounts permitted by the individual sales reps.

In the past, the sales rep needed to spend significant time preparing for each meeting and following up afterwards.

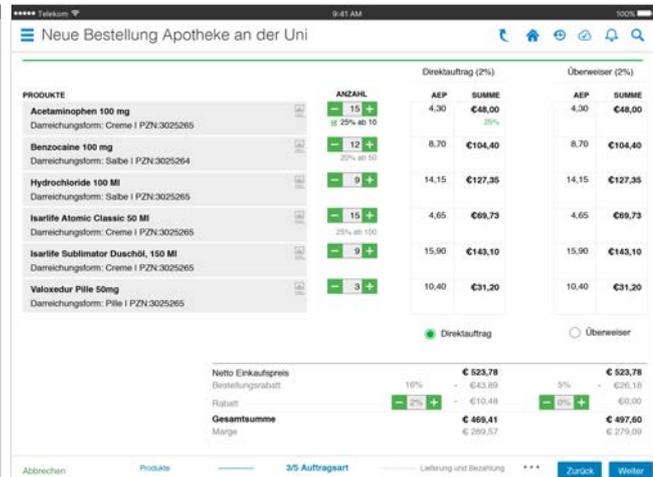
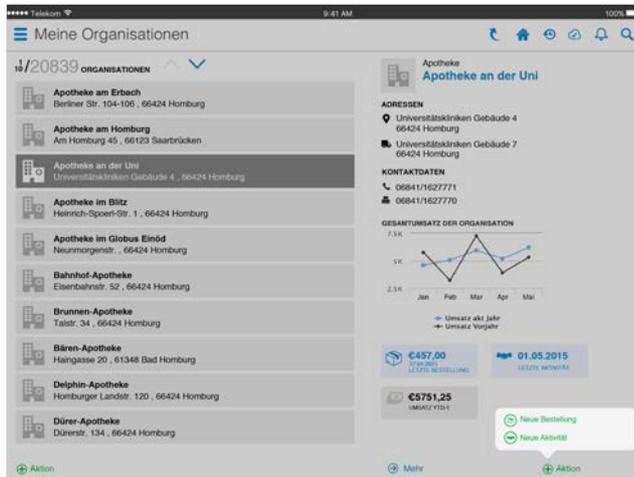
HIGHLIGHTS

- Flexible pricing for individual products or entire orders
- Overview of orders and revenues
- Automatic compliance with company rules
- Easy to handle different order types
- Quick processing of recurring orders
- Comprehensive product view
- Integration with ERP, EDI and other systems



"Finally I can focus on selling instead of managing data"

Sales rep, International OTC pharmaceutical company



Now all of this can take place while in discussion with the buyer. So instead of fighting with spreadsheets, the sales rep can focus on what she does best: providing information, promoting products and closing the deal.

The details of every previous order is available real time. Do you want to place the same order again? No problem, even if you want to make some modifications first. A graphical representation of all past orders for each organization is only a click away.

Different **order types**, such as direct orders, transfer orders or returns, can be easily handled. Optionally, orders can also be transmitted via an **EDI interface**.

With an interface to an **ERP system** it is also possible to see backorders of each product in real time.

For **price calculations**, you can set up a price scale for **individual products** based on customer and sales volume. In addition, you can grant individual discounts for the **entire order**. It is also possible to define POS packages and map them to specific products. When you're ready, let your buyer take control of the screen to see the end-consumer price as well as the pharmacy's margin. Using ysura's Order Management, you can easily manage various **payment modalities**, such as value date, transfer or bank receipt and cash discount. Is the delivery address different from the standard address? Did the buyer request a specific delivery date? Would the buyer prefer the order confirmation via email or fax? All no problem for ysura.

Finally, you can manage additional **company policies** such as promotions, packaging, special discounts and delivery stop policies for customers in default.

ysura designs and develops innovative solutions to mobilize, optimize, and modernize pharmaceutical sales and marketing. Thousands of pharmaceutical sales and marketing professionals rely on ysura daily.