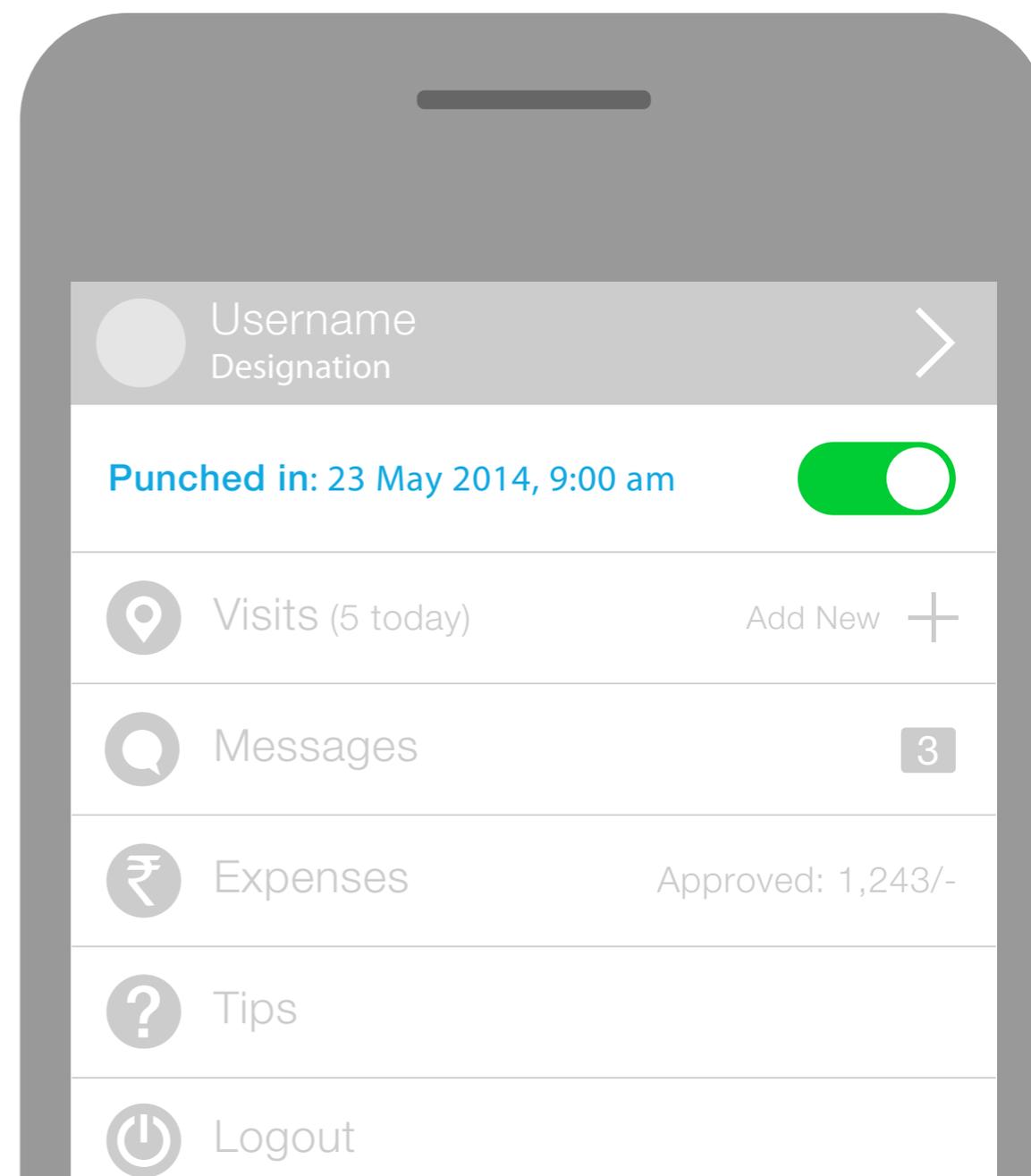


How to make your
Field Force more Productive
and Accountable.

Mobile Application

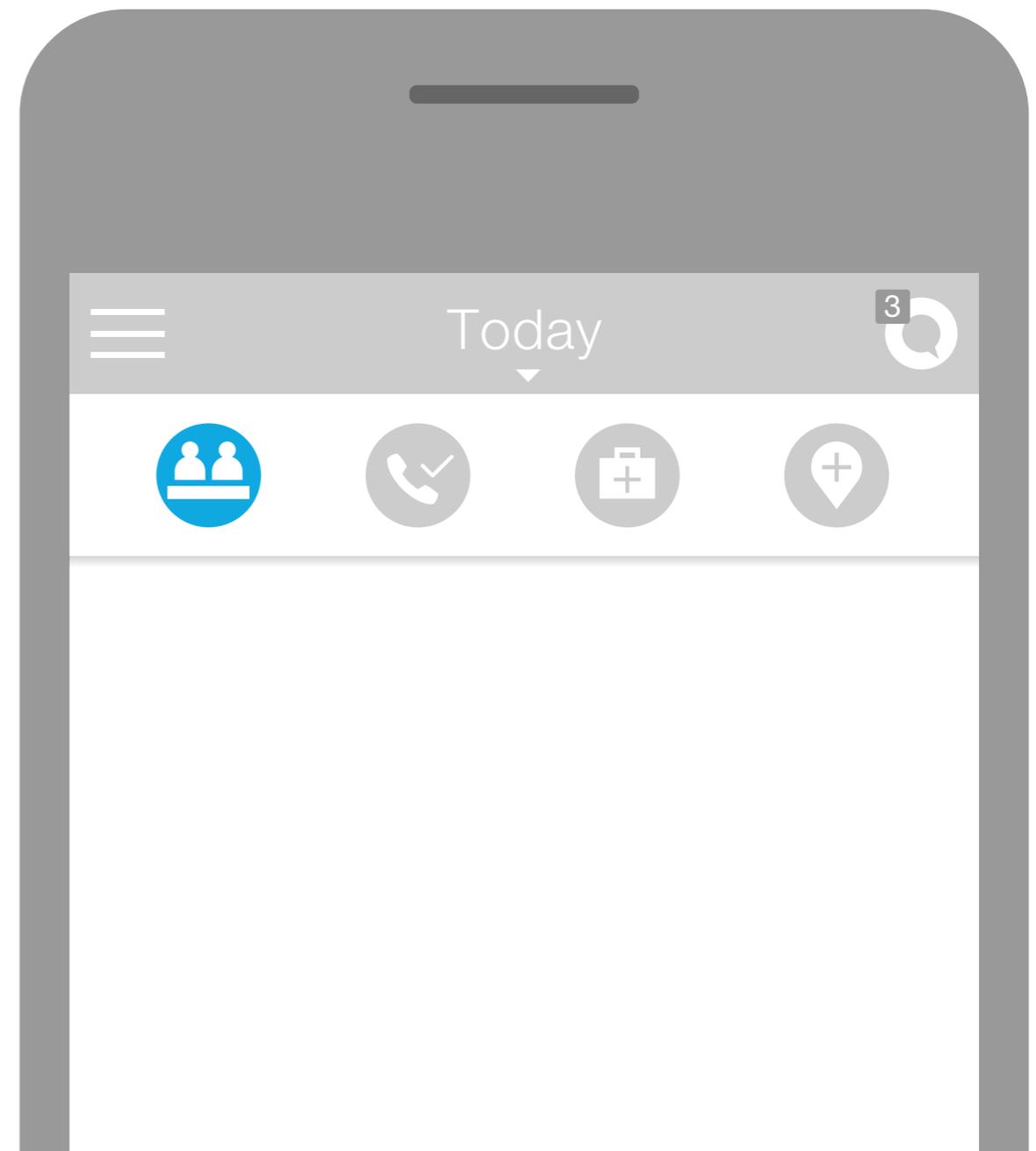
Punch Into and Out of Work Directly from the Field.

Your field force doesn't need to come in to their office only to sign the attendance muster - so they get to start work earlier.



Check Into and Out of Meetings

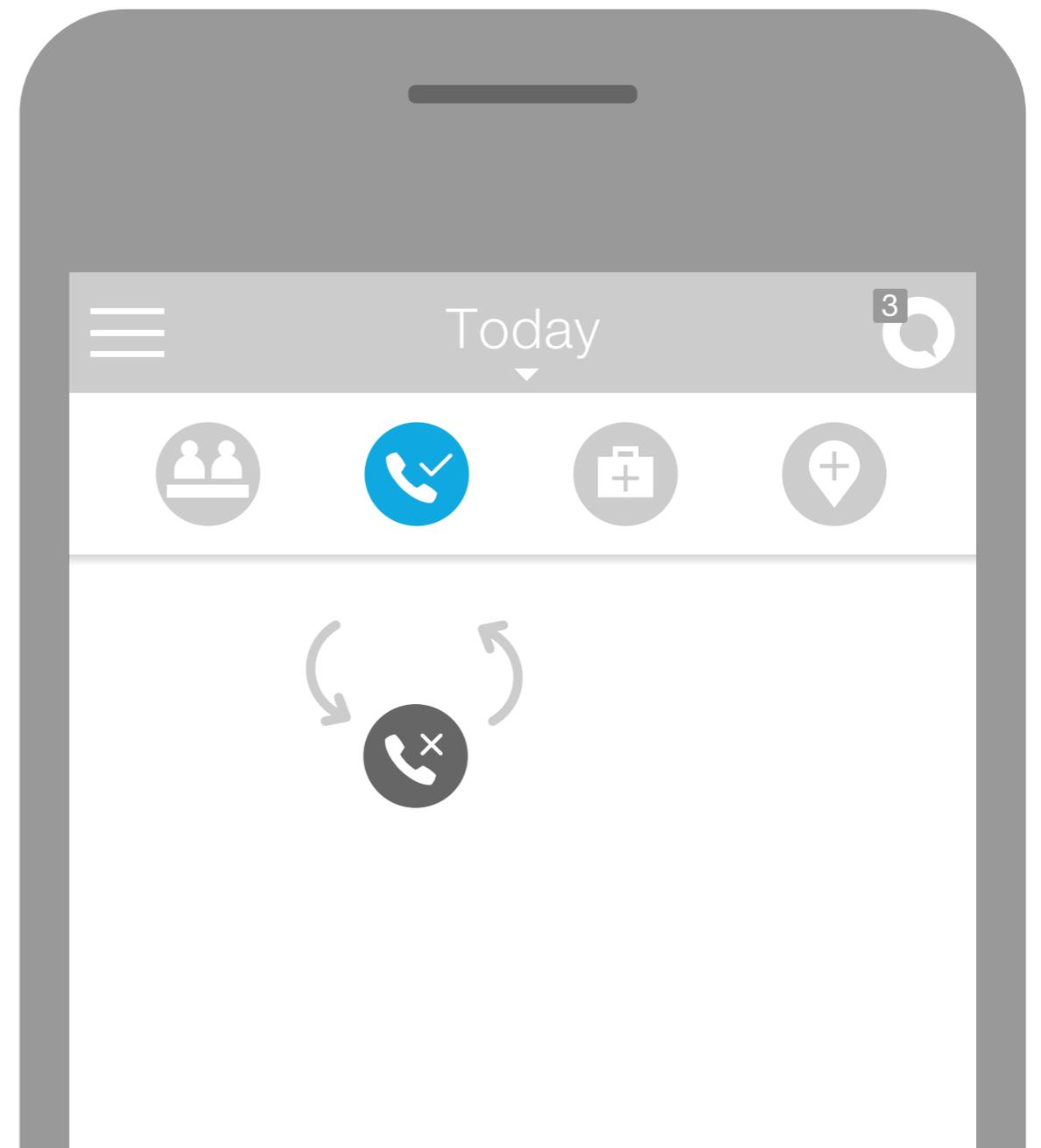
The 'I'm in a Meeting' status serves multiple purposes - as a 'Do Not Disturb' status for the field staff; as a status indicator for the Manager on whether the day is going as planned...
... and this automatically gets recorded in the daily activity report for the staff, saving time!



Set “Can’t Take Calls” When Busy

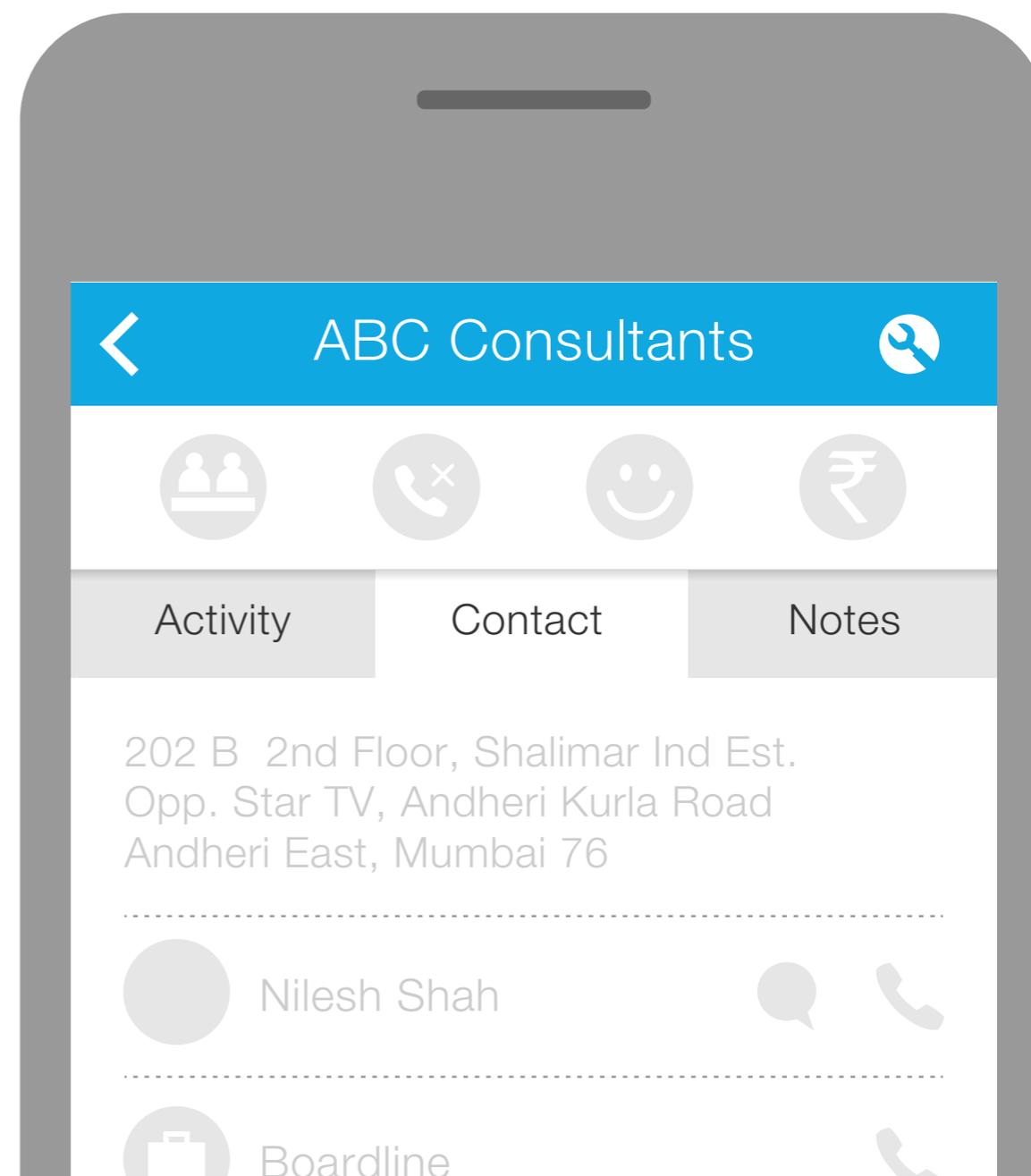
An additional status-flag for the field force who do not wish to be disturbed during their call/visit.

And the Manager can analyse if the staff is misusing this feature...



Refer Up-to-date Customer Details

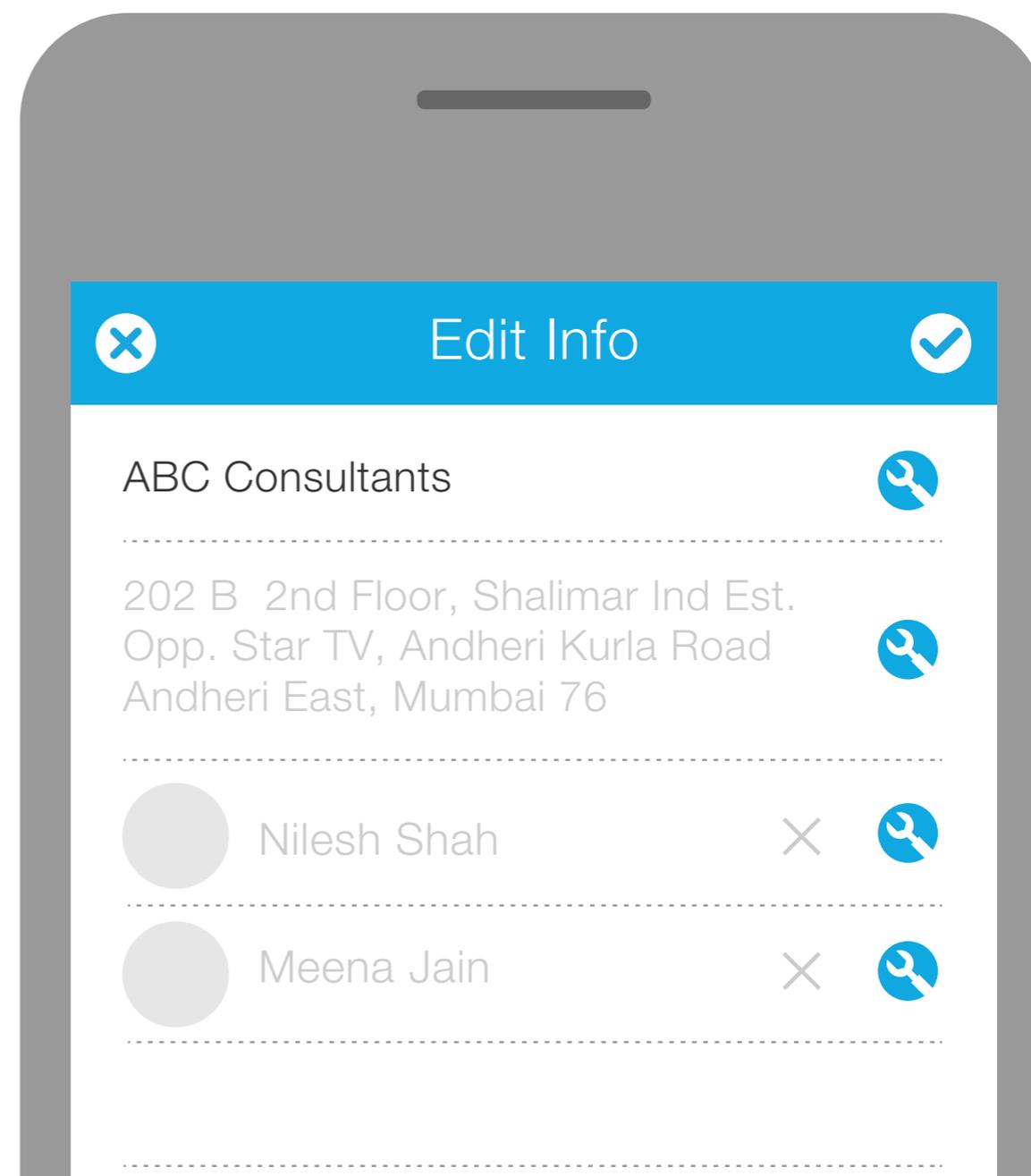
Your field force gets to check all relevant information relating to an account - activities performed by everyone on the team, special notes on purchase history, etc on-demand, from the field. Because timely information can make all the difference.



Update Customer Data

While addresses may not change frequently, people do - and keeping Contact information updated is an ongoing job. Now your field force can enter up-to-date information - while they wait for the meeting.

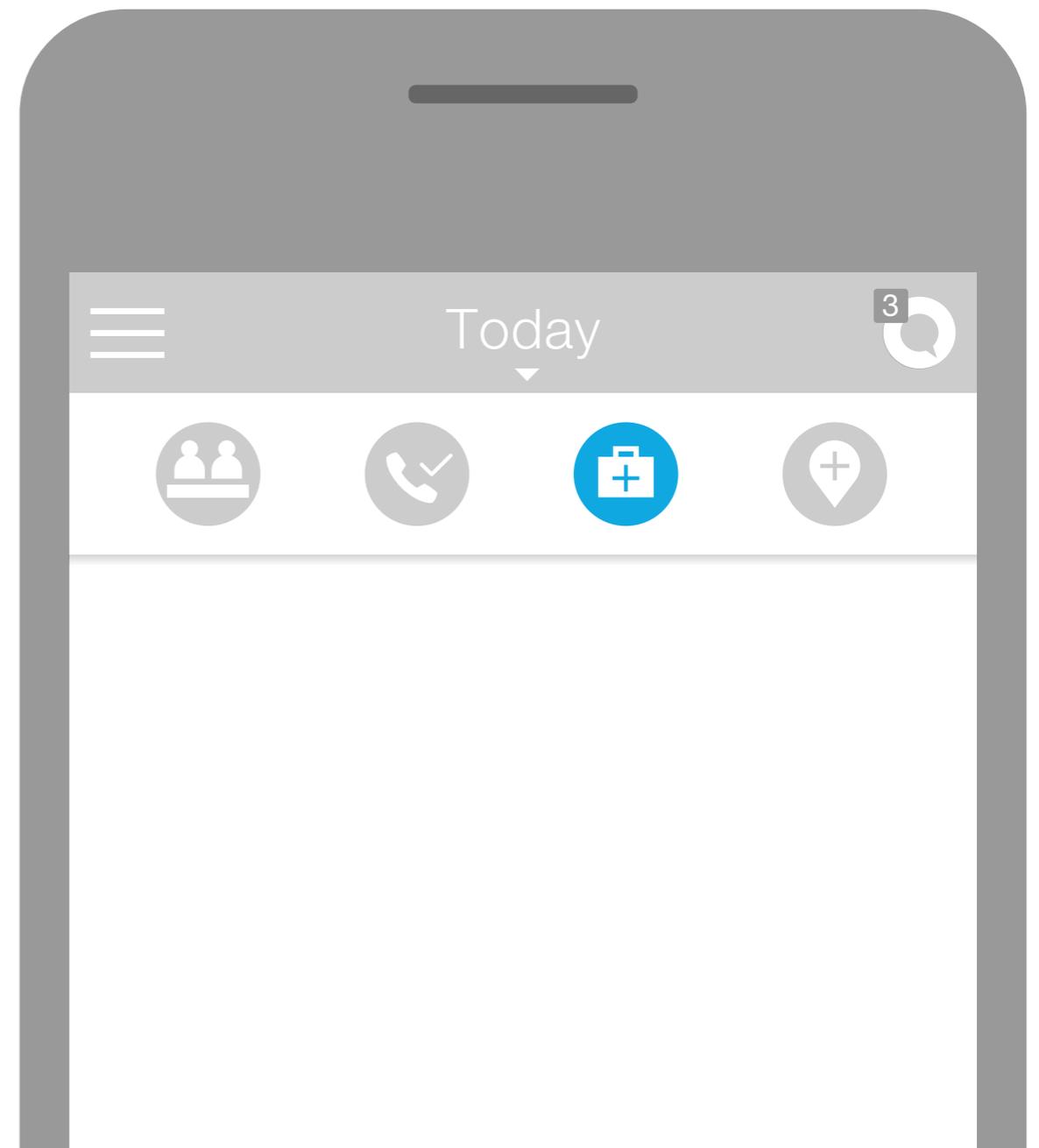
And for integrity and validation, they can click a photograph of the visiting card and attach this to the contact.



Schedule Visits on the Fly

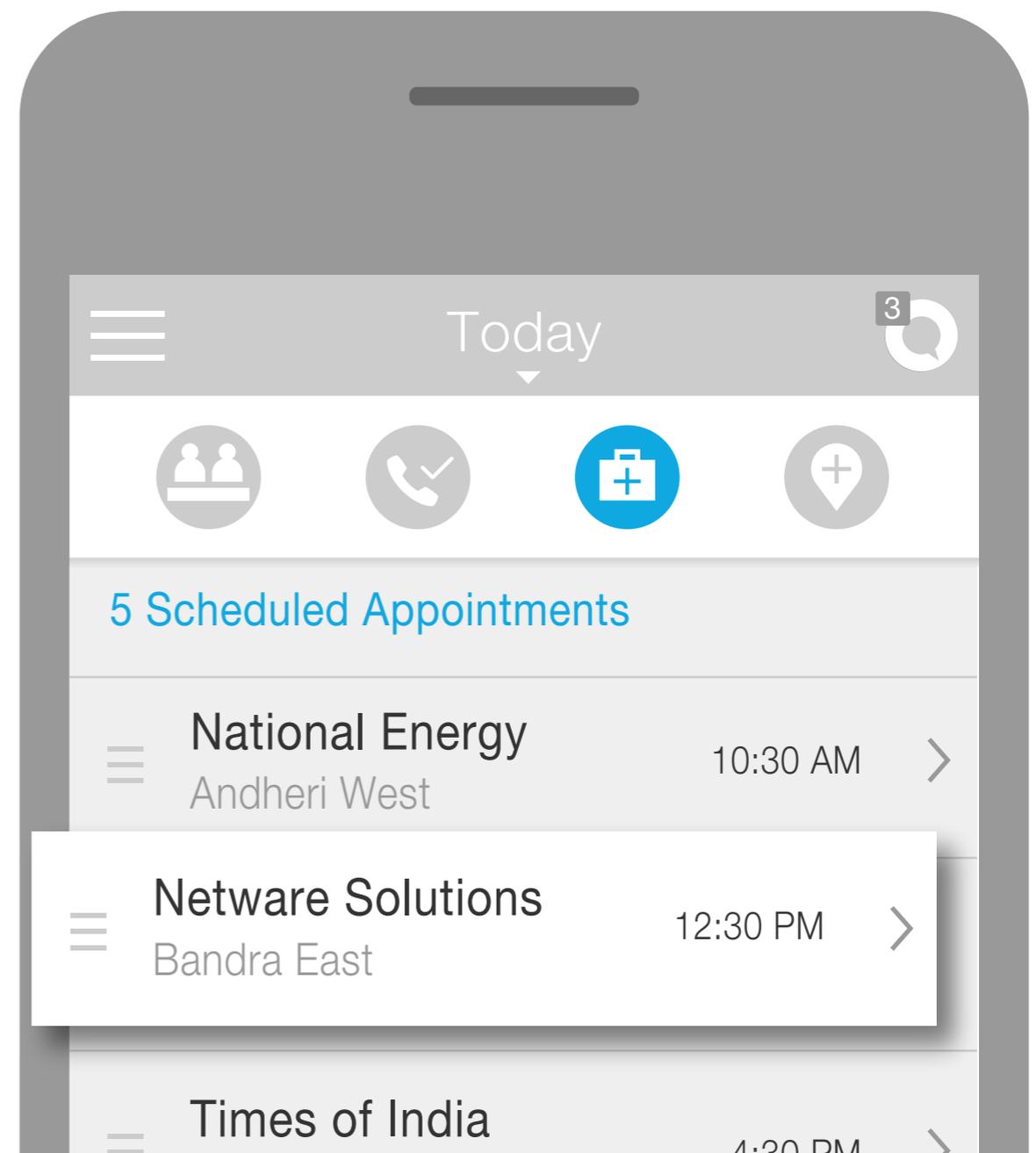
There are times when a scheduled meeting gets cancelled. FieldSense lets your staff quickly locate other customers in the vicinity, see when they were last visited, and identify who would be the best to visit during the free time - with full contact information and past activity details!

And the new visit gets automatically incorporated into his daily activity report - of course!



Reschedule a Meeting On the Fly

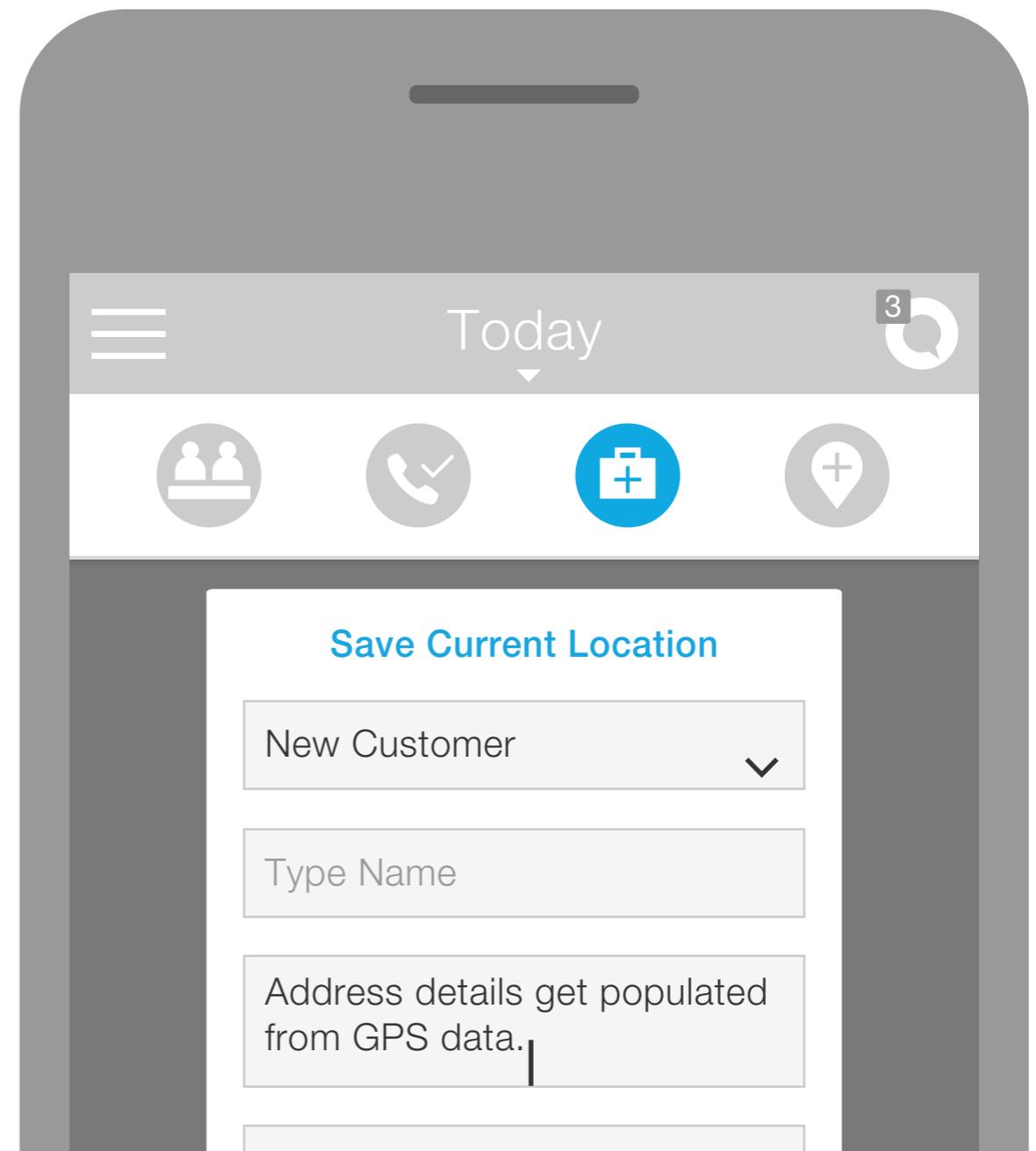
FieldSense lets you drag-and-drop meetings to reschedule them, quickly and conveniently, and the rescheduling gets automatically reflected in the daily activity report. And the Manager can analyze the data on all rescheduled meetings to identify patterns (coming soon).



Use Current Location as Address

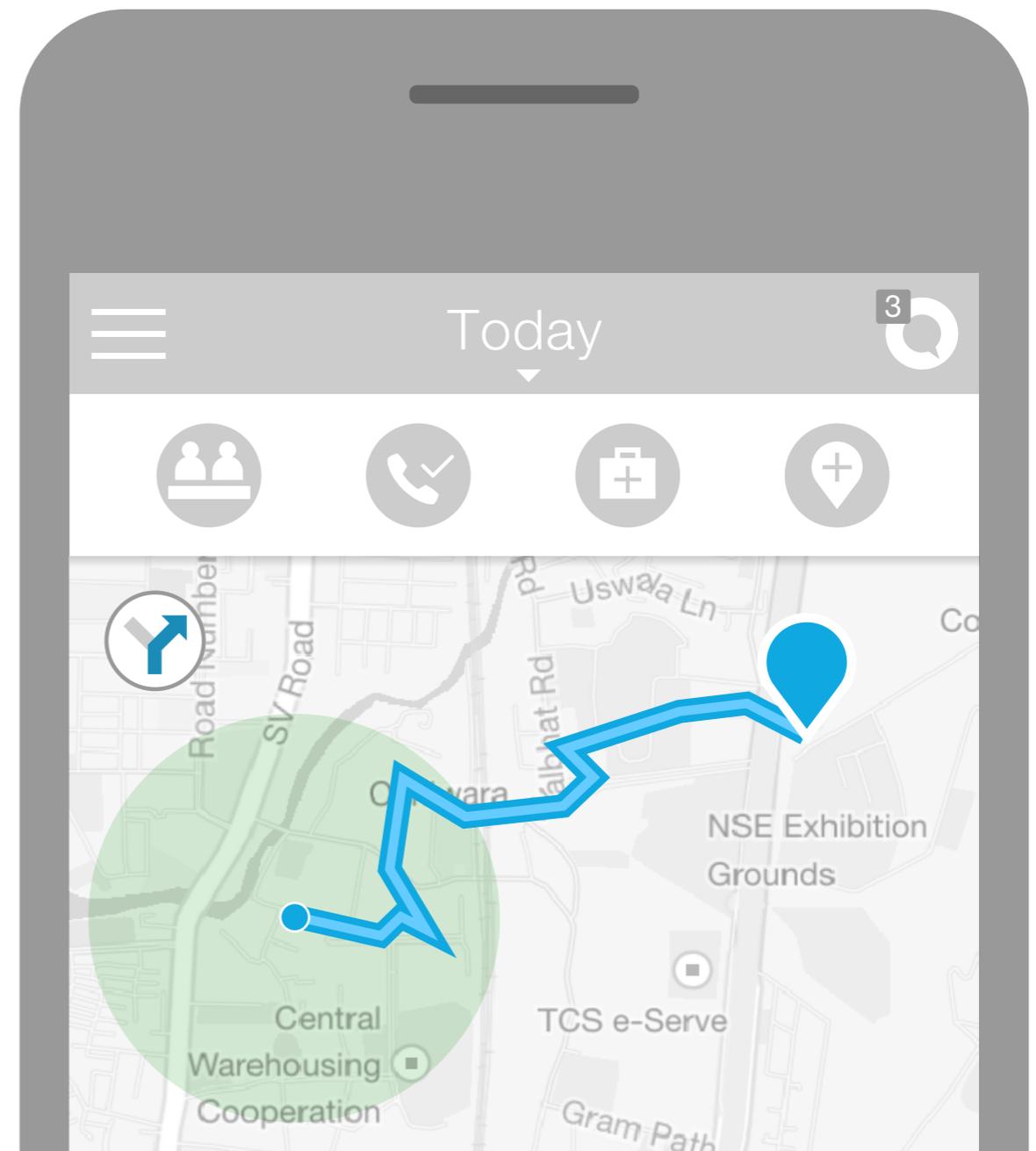
Ensuring that customer addresses are systematically added to the database is a challenge for most sales organisations. And then ensuring that these are kept up-to-date is an even bigger challenge.

FieldSense auto-fills location address from GPS-data, making it virtually impossible for your sales team to duck recording address information for new customers.



View Locations and Get Directions

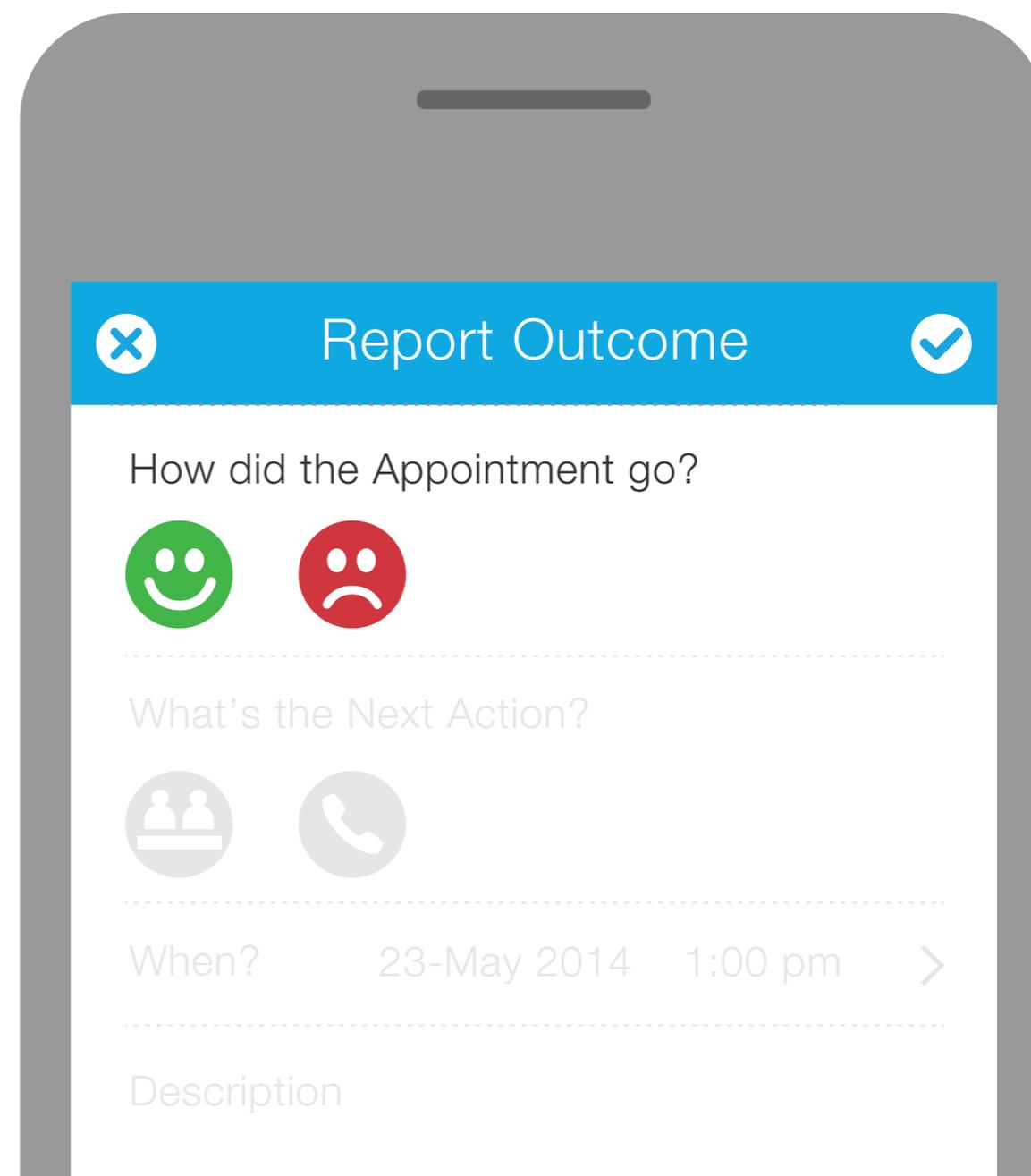
FieldSense allows your team and Managers to check the geographical spread of their visit plan for the day. And also provides turn-by-turn navigation assistance to each meeting location - a time-saver when it's a first-time visit.



Record Visit Details

Your field force can now record and submit their activity reports from the field - improved productivity.

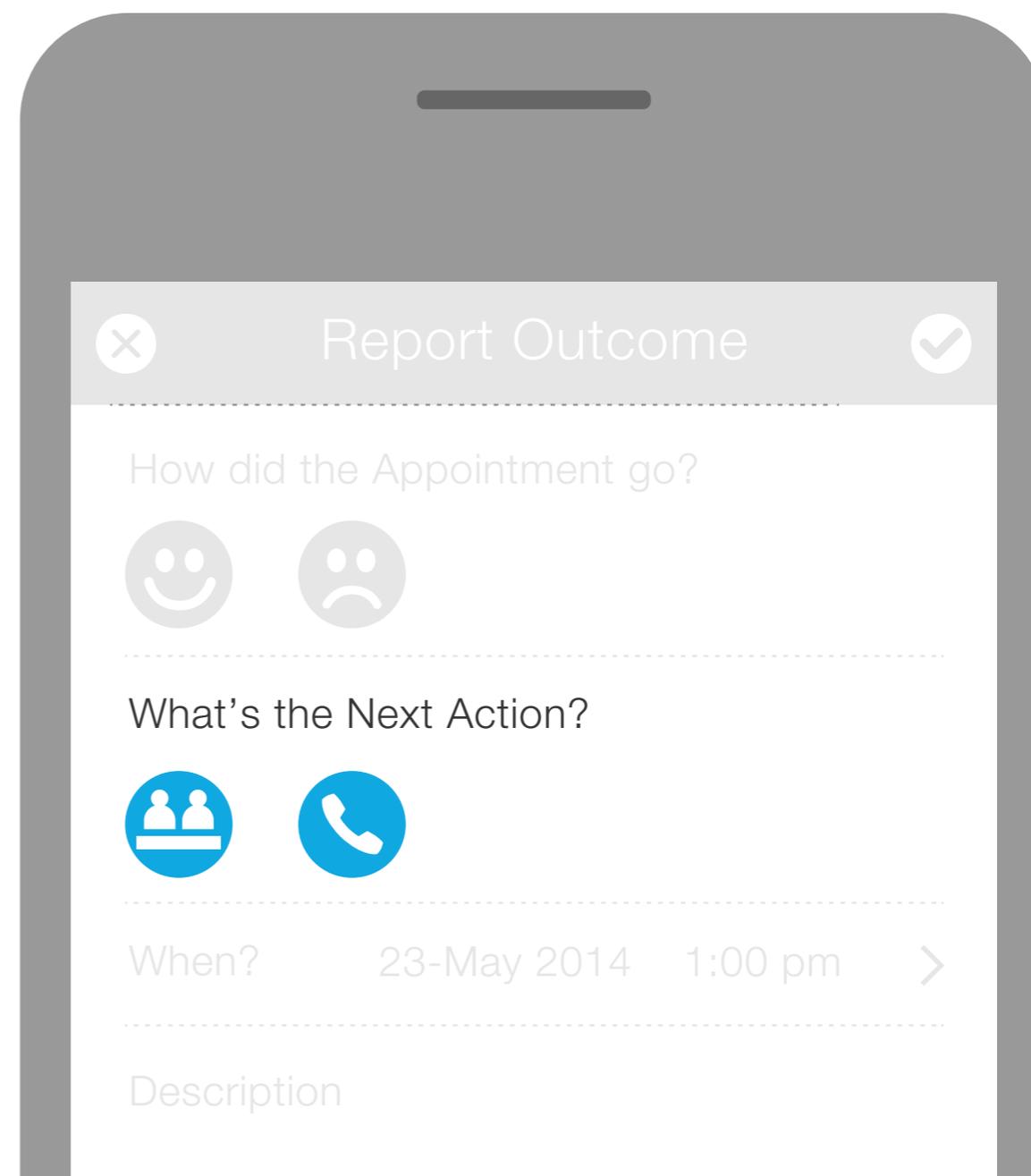
And better yet, Managers will appreciate the structured information that now becomes available including Outcomes - Successful/Unsuccessful....



Record Visit Details

... clearly specify the next action required, along with a date-time and description.

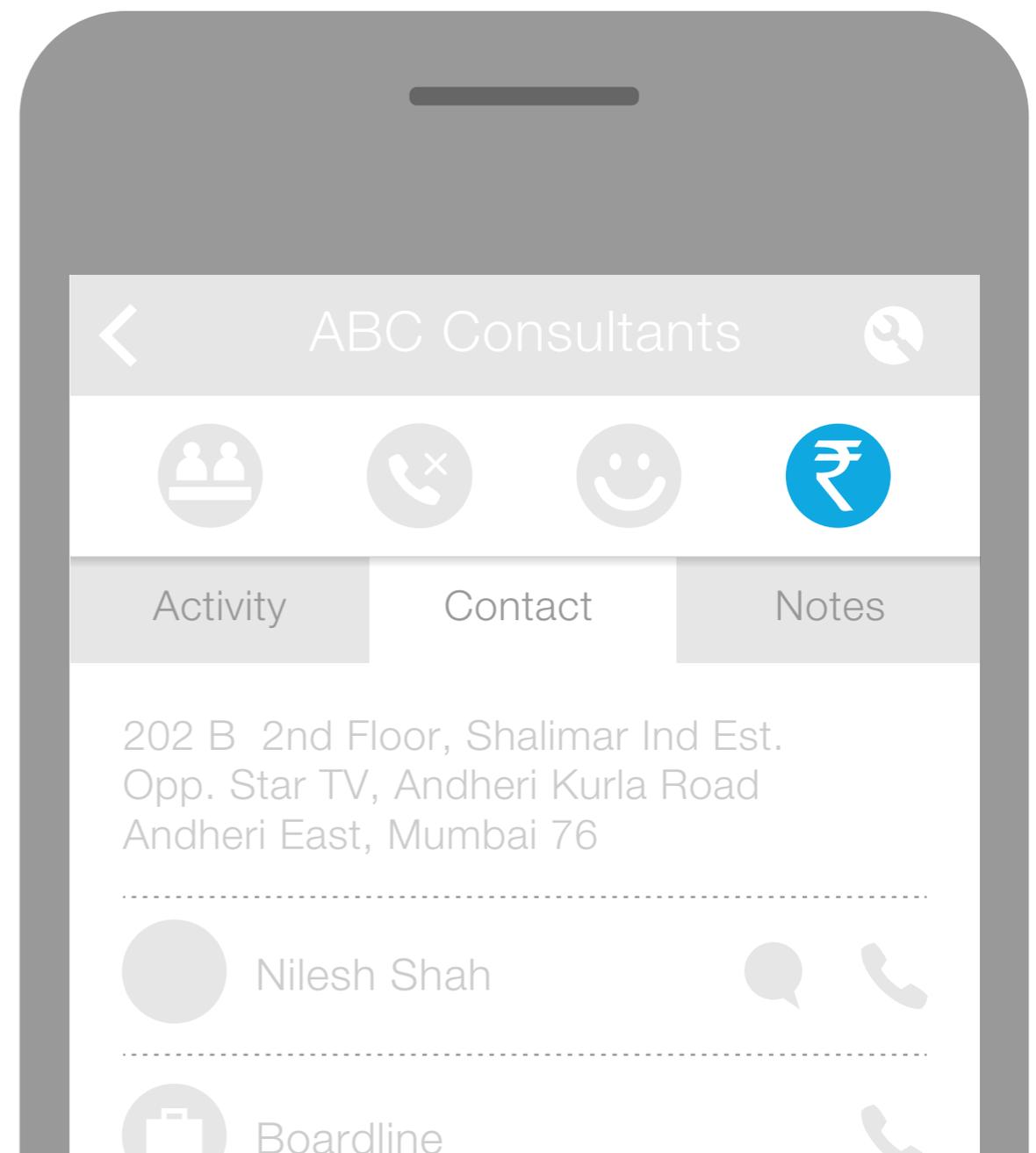
This allows Managers to more effectively analyze the productivity of visits.



Claim Expense Reimbursements

Your field force can now submit all their expense reimbursement claims from within FieldSense, and linked to visits - making it extremely convenient for Managers to monitor, analyse and approve.

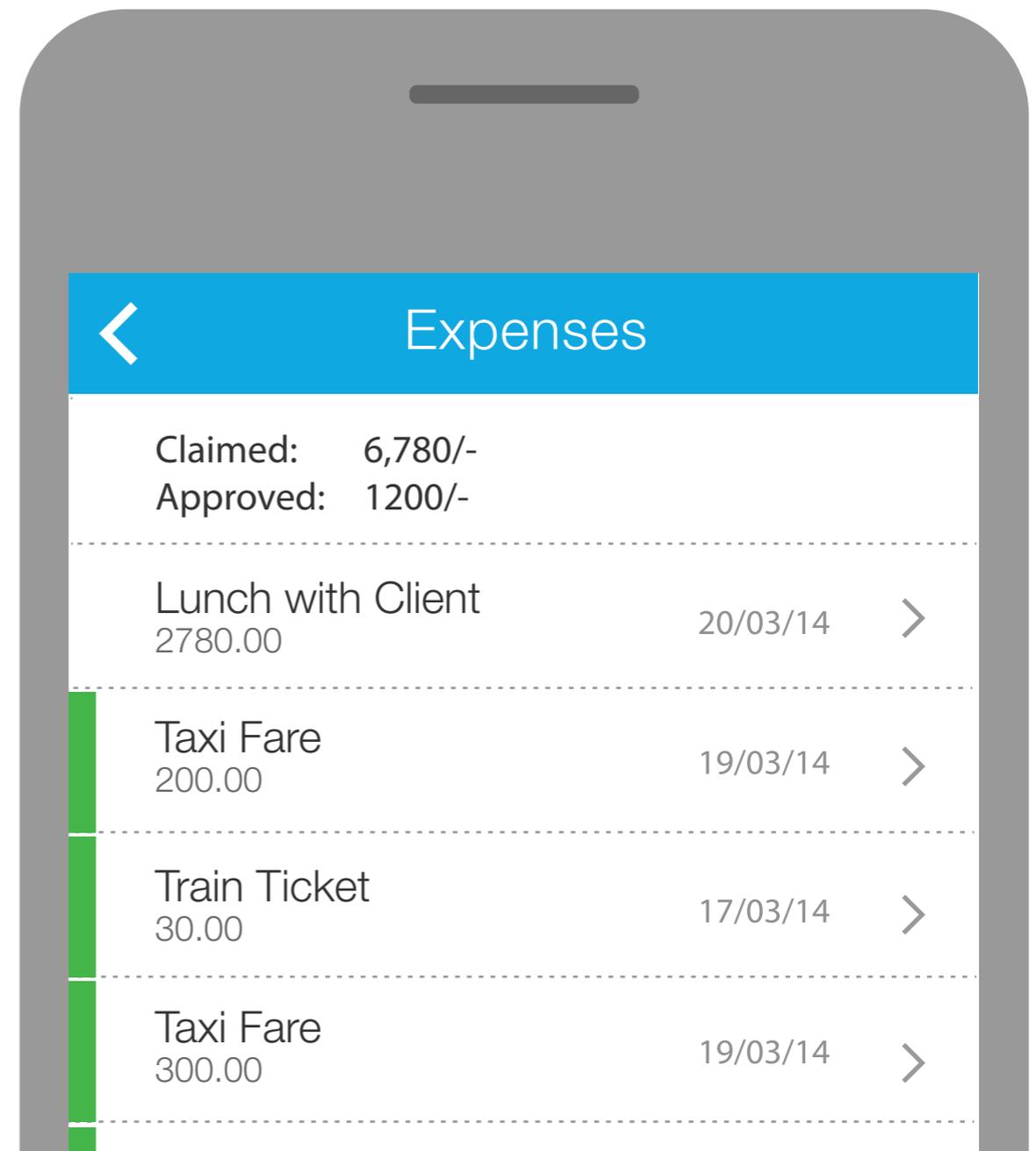
FieldSense also lets them click photographs of food bills and travel tickets to help maintain a digital trail (and backup) of financial records, which the Accounts team will also appreciate.



Complete Reimbursement Workflow

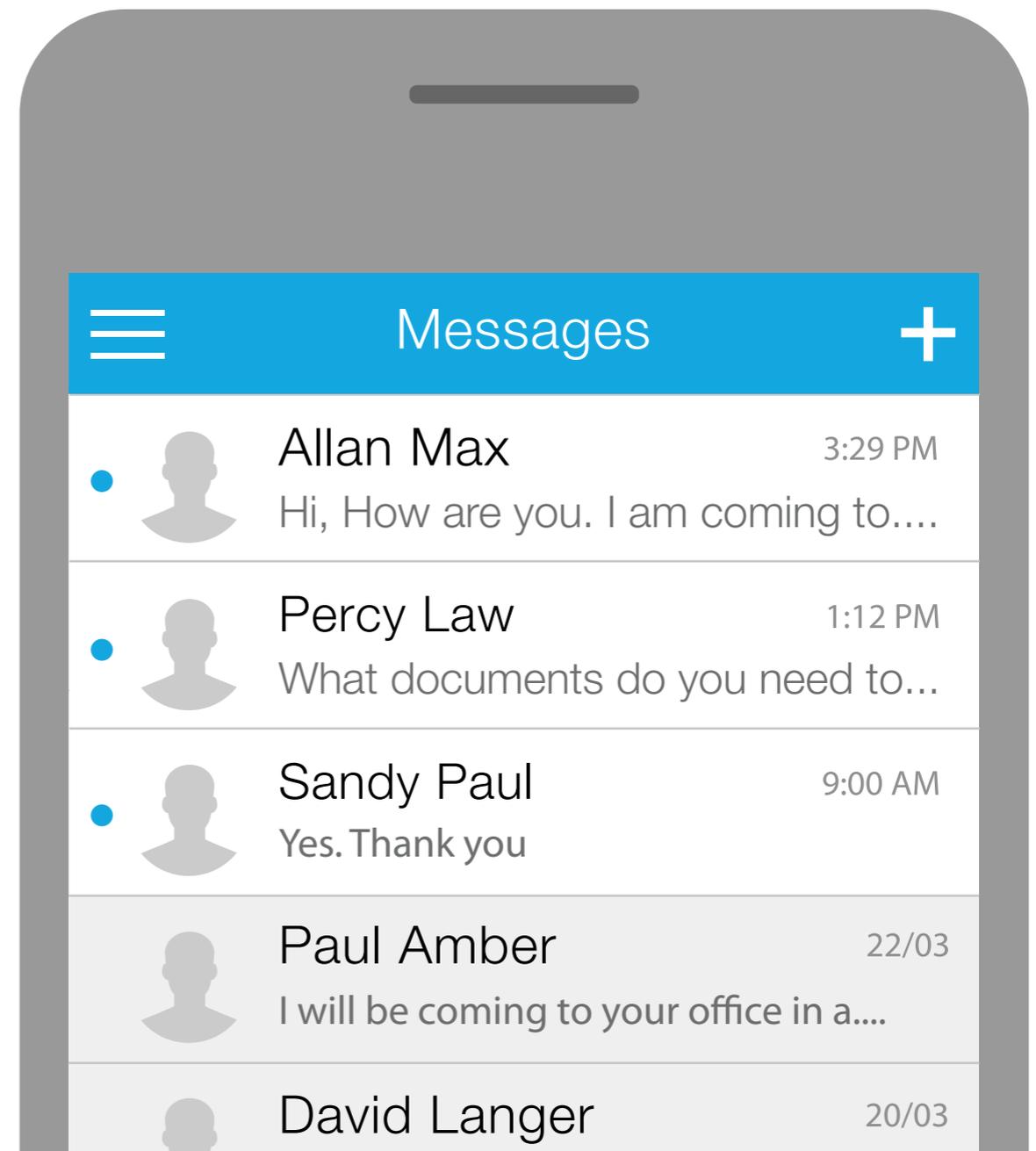
The expense reimbursement workflow lets Managers deal with claims quickly because a claim cannot be submitted unless all necessary information is provided.

And the field force can check on the status of their reimbursement claims quickly and conveniently from within FieldSense



Send and Receive Instant Messages with FieldSense

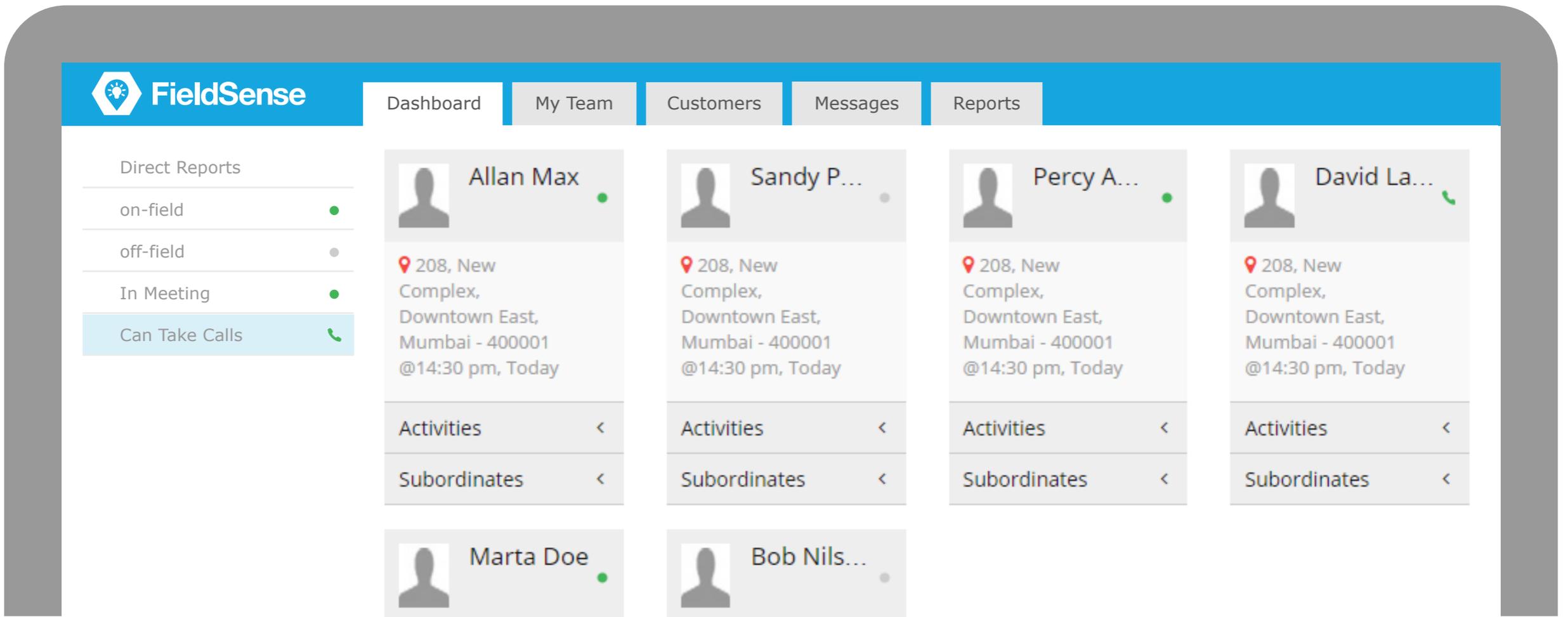
FieldSense enables your field force to send/receive real-time updates from colleagues/Managers through instant messaging. And since these messages are also saved for future reference, you'll never hear "Did you put it on email?" - making life simpler for you and your field force!



Web Application

Your field force's Activity Summary - At a Glance.

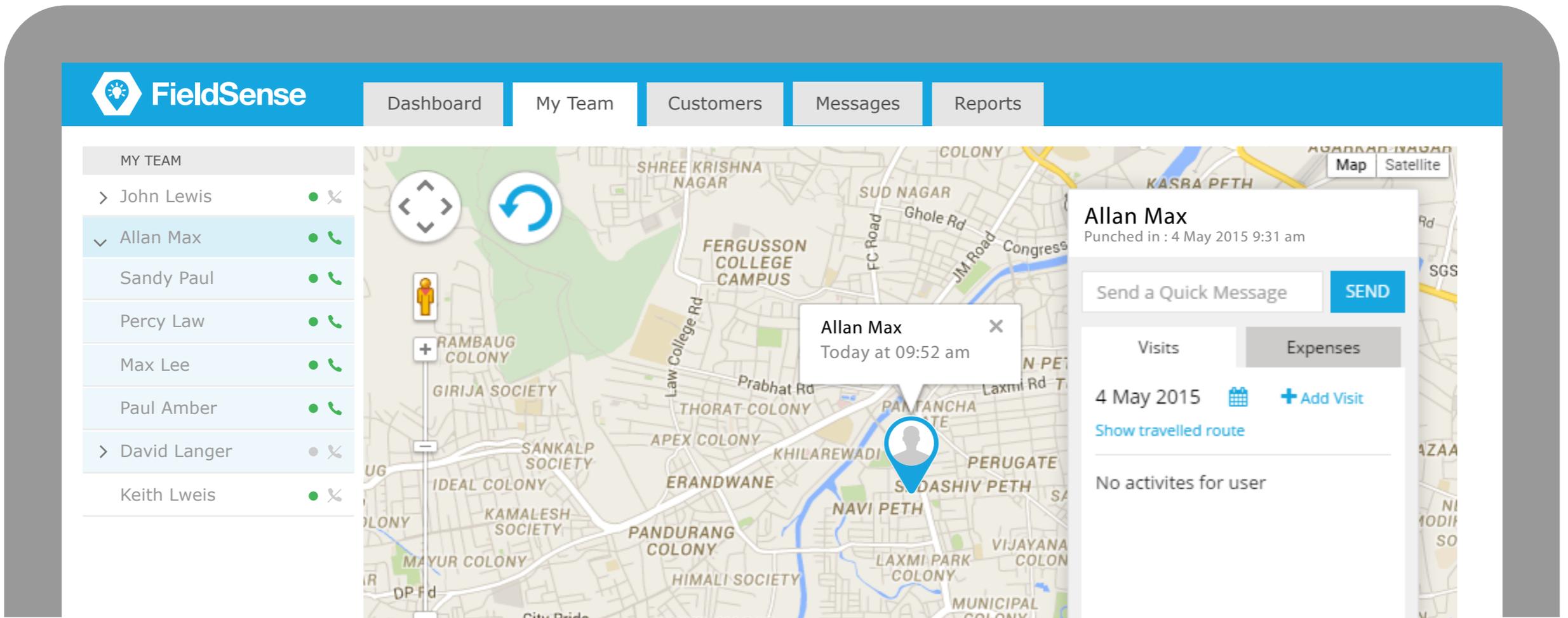
The Dashboard provides you with an overview of your field force along with their availability and present location. You can view your teams grouped by team-leaders, status of your direct reportees and the online status of their subordinates



The screenshot displays the FieldSense web application interface. At the top, there is a navigation bar with the FieldSense logo and a menu containing 'Dashboard', 'My Team', 'Customers', 'Messages', and 'Reports'. The 'My Team' tab is currently selected. On the left side, there is a sidebar with a 'Direct Reports' section containing four items: 'on-field' (green dot), 'off-field' (grey dot), 'In Meeting' (green dot), and 'Can Take Calls' (green phone icon, highlighted in blue). The main content area shows a grid of team leader profiles. Each profile includes a name, a status indicator (green dot or grey dot), a location pin icon, and a location address: '208, New Complex, Downtown East, Mumbai - 400001 @14:30 pm, Today'. Below each profile are two expandable sections: 'Activities' and 'Subordinates', each with a left-pointing arrow. The visible team leaders are Allan Max (green dot), Sandy P... (grey dot), Percy A... (green dot), David La... (green phone icon), Marta Doe (green dot), and Bob Nils... (grey dot).

Stay Connected with your Team - At all times!

FieldSense pinpoints the present location of your field force, along with information on their scheduled visits and activity updates - so you can dynamically deploy idle resources to productive assignments.



The screenshot displays the FieldSense web application interface. At the top, there is a navigation bar with the FieldSense logo and menu items: Dashboard, My Team, Customers, Messages, and Reports. The 'My Team' section is active, showing a list of team members on the left. The main area features a map with a location pin for Allan Max. A pop-up window for Allan Max shows his current location and time. On the right, a detailed profile for Allan Max is visible, including a 'Send a Quick Message' button and tabs for 'Visits' and 'Expenses'.

MY TEAM

- > John Lewis
- ▼ Allan Max
- Sandy Paul
- Percy Law
- Max Lee
- Paul Amber
- > David Langer
- Keith Lweis

Allan Max
Punched in : 4 May 2015 9:31 am

Send a Quick Message **SEND**

Visits Expenses

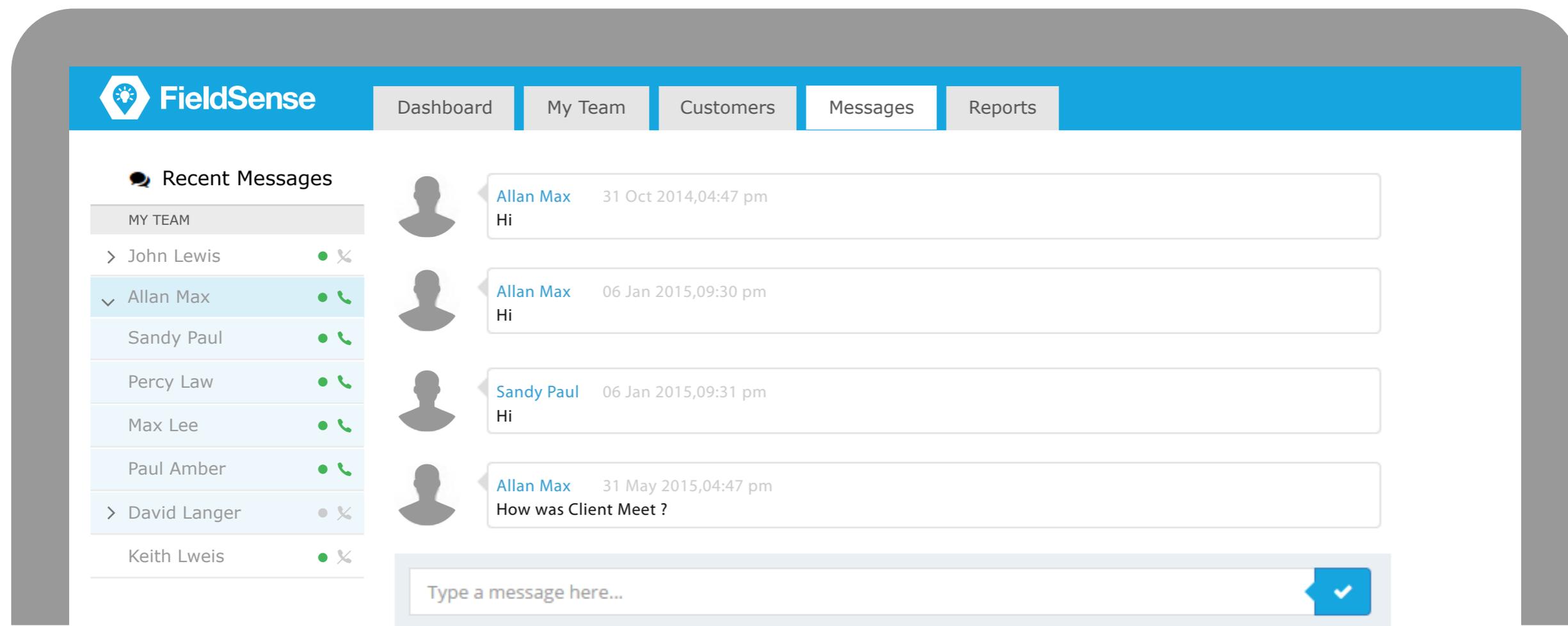
4 May 2015  [+ Add Visit](#)

[Show travelled route](#)

No activities for user

Instant Messaging across Platforms

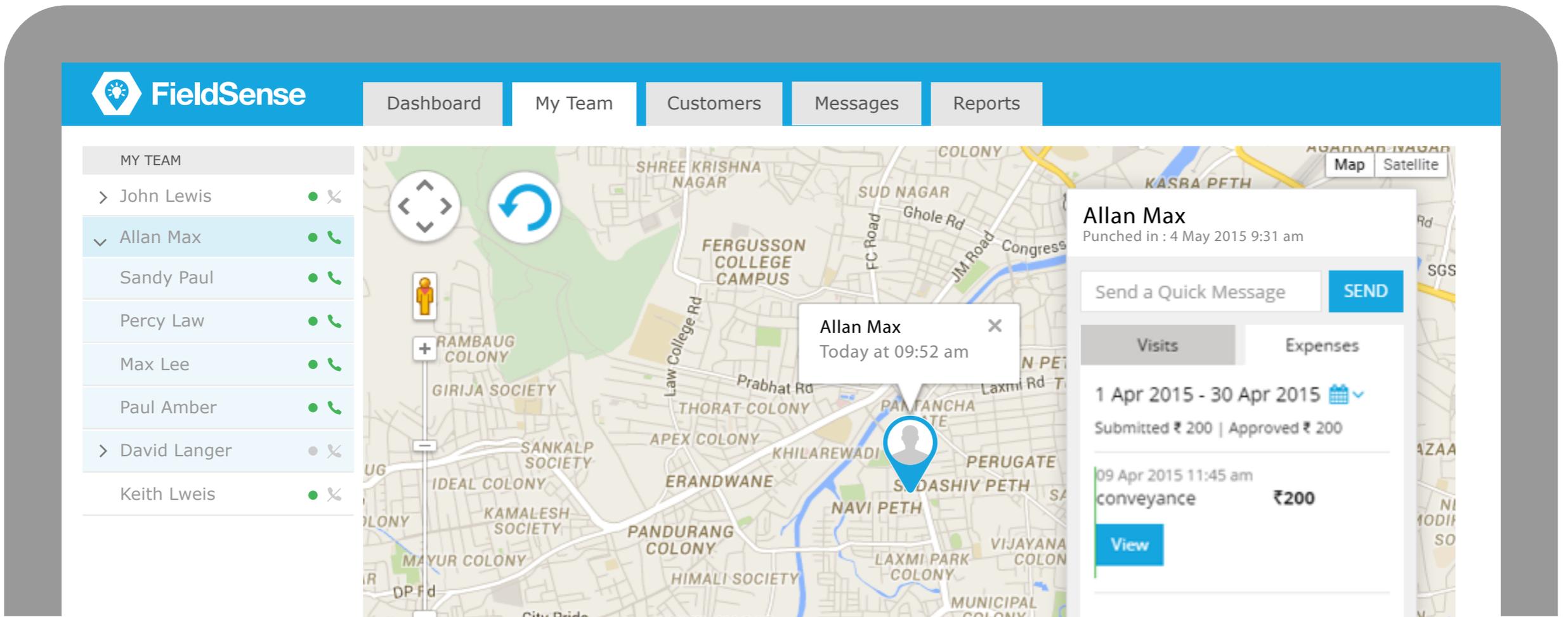
FieldSense lets you interact with your field force in real-time, based on their location and context. Which allows you to send out any last-minute information conveniently, securely and privately - with delivery notifications to confirm timely receipt. And all messages are also stored in FieldSense for future access.



The screenshot displays the FieldSense web application interface. At the top, there is a navigation bar with the FieldSense logo and the text "FieldSense" on the left, and a menu with "Dashboard", "My Team", "Customers", "Messages", and "Reports" on the right. The "Messages" tab is currently selected. Below the navigation bar, the interface is divided into two main sections. On the left, there is a "Recent Messages" sidebar under the heading "MY TEAM". This sidebar lists several team members: John Lewis, Allan Max (selected), Sandy Paul, Percy Law, Max Lee, Paul Amber, David Langer, and Keith Lweis. Each name is accompanied by a status indicator (a green dot and a green checkmark or a grey dot and a grey X). On the right, the main messaging area shows a list of messages. Each message entry includes a profile picture of the sender, the sender's name, the time of the message, and the message content. The messages shown are: 1. From Allan Max, dated 31 Oct 2014, 04:47 pm, with the content "Hi". 2. From Allan Max, dated 06 Jan 2015, 09:30 pm, with the content "Hi". 3. From Sandy Paul, dated 06 Jan 2015, 09:31 pm, with the content "Hi". 4. From Allan Max, dated 31 May 2015, 04:47 pm, with the content "How was Client Meet?". At the bottom of the messaging area, there is a text input field with the placeholder text "Type a message here..." and a blue send button with a white checkmark icon.

Experience Greater Accountability across all Expense Claims

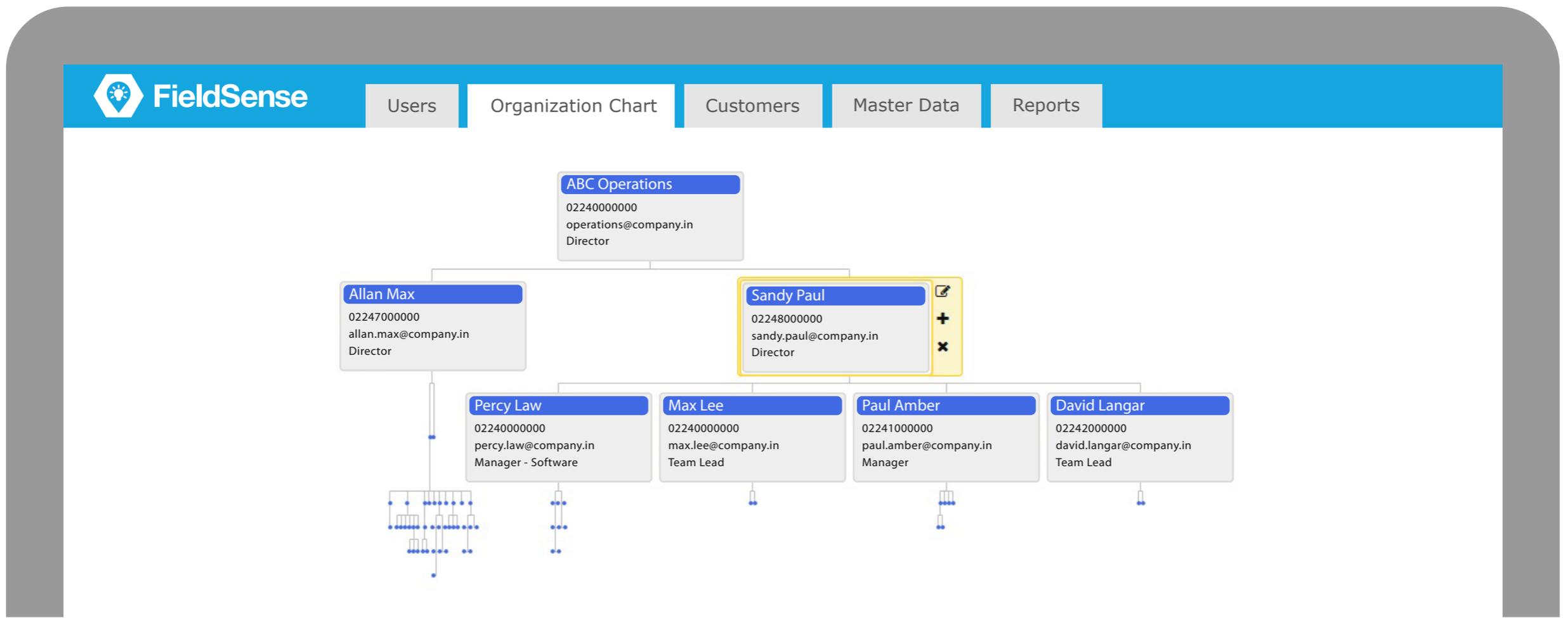
FieldSense lets you seamlessly link expense claims to field visits with location-validation - making your reimbursement process completely transparent and accountable. It also lets your field force view the status of their reimbursement claims at their convenience, and stay updated.



The screenshot displays the FieldSense web application interface. At the top, there is a navigation bar with the FieldSense logo and menu items: Dashboard, My Team, Customers, Messages, and Reports. Below the navigation bar, the 'MY TEAM' section lists team members with status indicators (green dot for online, grey dot for offline) and icons for contact (phone and chat). The team members listed are John Lewis, Allan Max, Sandy Paul, Percy Law, Max Lee, Paul Amber, David Langer, and Keith Lweis. The main area shows a map of a city with a location pin for Allan Max. A pop-up window for Allan Max shows 'Punched in : 4 May 2015 9:31 am' and a 'Send a Quick Message' button. On the right, a panel displays 'Allan Max' with a 'Punched in : 4 May 2015 9:31 am' timestamp. Below this, there is a 'Send a Quick Message' button and a 'SEND' button. The panel also shows 'Visits' and 'Expenses' sections. The 'Expenses' section shows a date range '1 Apr 2015 - 30 Apr 2015' and a status 'Submitted ₹ 200 | Approved ₹ 200'. A specific expense entry is shown: '09 Apr 2015 11:45 am conveyance ₹200' with a 'View' button.

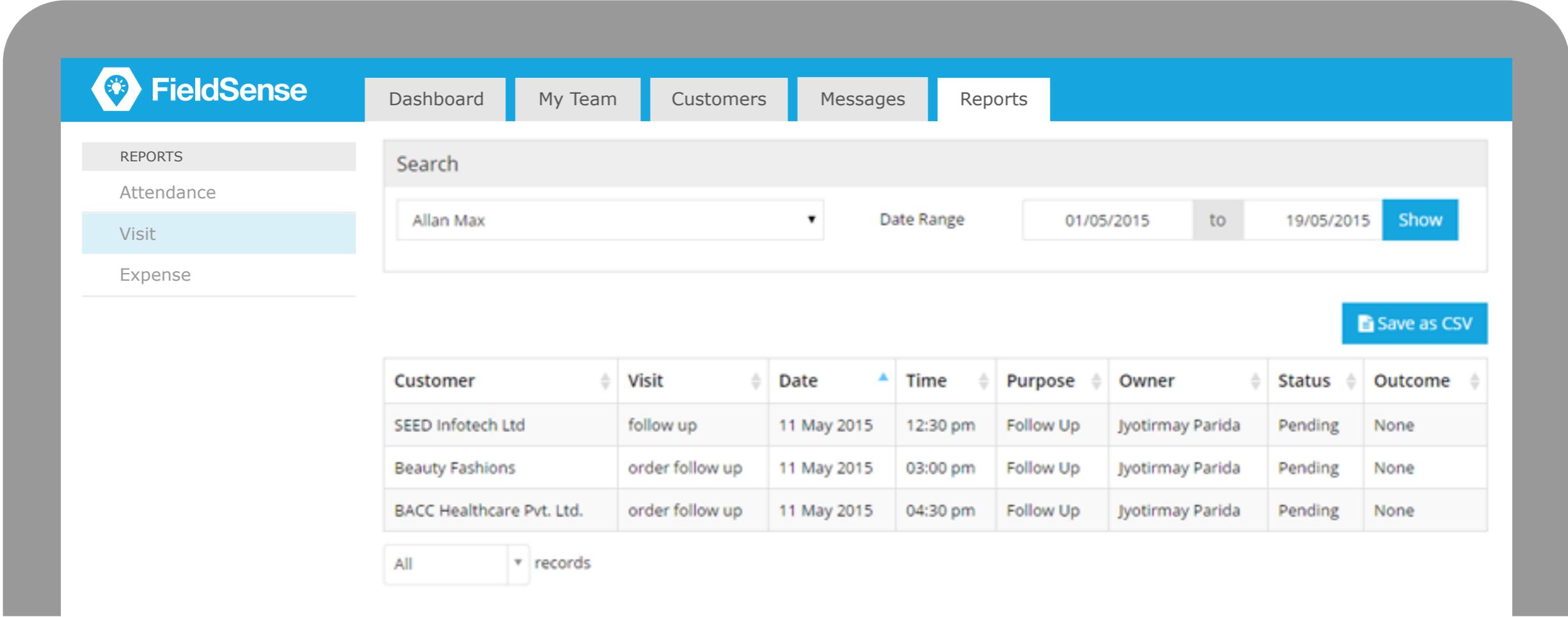
Maintain your Reporting Structure.

FieldSense lets you replicate your entire corporate structure so you can define who reports to whom - exactly the way it is in your organizational hierarchy. This forms the foundation of the FieldSense mobile app - enabling Managers/team-leaders to supervise their subordinates.



Attendance, Visit and Expense Reports - For your Entire Field Force

FieldSense enables you to extract and export Attendance and Expense Report for your teams, without having to rely on any additional systems or processes. And since you have all the supporting data with you, there's absolutely no scope for ambiguity.



The screenshot displays the FieldSense web application interface. At the top, there is a navigation bar with the FieldSense logo and menu items: Dashboard, My Team, Customers, Messages, and Reports. The Reports section is active, and a sidebar on the left lists report types: Attendance, Visit (selected), and Expense. The main content area features a search bar with a dropdown menu showing 'Allan Max' and a date range filter set to '01/05/2015' to '19/05/2015'. A 'Show' button is next to the date range. Below the search bar is a 'Save as CSV' button. A table displays the search results with columns: Customer, Visit, Date, Time, Purpose, Owner, Status, and Outcome. The table contains three rows of data for visits on May 11, 2015. At the bottom, there is a pagination control showing 'All records'.

| Customer | Visit | Date | Time | Purpose | Owner | Status | Outcome |
|---------------------------|-----------------|-------------|----------|-----------|------------------|---------|---------|
| SEED Infotech Ltd | follow up | 11 May 2015 | 12:30 pm | Follow Up | Jyotirmay Parida | Pending | None |
| Beauty Fashions | order follow up | 11 May 2015 | 03:00 pm | Follow Up | Jyotirmay Parida | Pending | None |
| BACC Healthcare Pvt. Ltd. | order follow up | 11 May 2015 | 04:30 pm | Follow Up | Jyotirmay Parida | Pending | None |

Thank You

To know more, please visit www.fieldsense.in

In case you have any further queries, feel free to drop a mail to support@qlc.in and we'll get in touch with you.

For a demo or commercials, please drop a mail to info@qlc.in



www.qlc.in

