



**REALLY
GOOD
PEOPLE.**

Category: Gourmet Grocery
ERP System: Unleashed
Products Used: DSD Sales
Location: Australia

“ The DSD team understood how we wanted to use promotions and that was critical for us. Their understanding of Unleashed ensured the system worked well for us and improved our productivity

REQUIREMENT

- ▶ Solution for Sales Reps to create orders, manage customers and identify prospects
- ▶ Integration with the Unleashed system
- ▶ Map Unleashed Customer Pricing as Promotions

SOLUTION

- ▶ Implement DSD Sales for sales reps from the DSD Assist Platform

OUTCOME

- ▶ Products, Customers, Product Images, Sales History and Price Groups, are all extracted from Unleashed
- ▶ Unleashed Customer pricing mapped as optional promotions
- ▶ Orders are being sent back into Unleashed during the days as they are completed
- ▶ Freight calculated and added to the order in Unleashed
- ▶ Sales Reps can create and review a diary of notes for each customer
- ▶ Sales Reps find it easy to use

Alex Wilson – General Manager



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