IDA SOFTWARE SOLUTIONS

BROCHURE

InSales

SALES FORCE · B2B PORTAL · SAP BUSINESS ONE

Sell more, in the field and online, with one system.

InSales combines an app for your sales team with a self-service portal for your business customers. Catalog, stock, customer pricing and orders connected to SAP Business One, so every sale reaches the ERP without retyping.

- Sales rep app
- Self-service B2B portal
- Integrated with SAP Business One
- Customer-specific pricing and terms
- ES / EN

24/7
Portal open so customers can buy whenever they need

1
Single catalog, stock and pricing across every channel

360°
Customer view: orders, invoices, balances and visits

SAP
Orders straight into SAP Business One, no retyping

BENEFITS

What your company gains with InSales

TIME

Orders in seconds

Reps take the order in front of the customer and it reaches SAP instantly, skipping the office.

TEAM

Self-serving customers

The B2B portal takes orders and inquiries 24/7, reducing staff dedicated to order entry and statements.

COSTS

Fewer order errors

Prices, stock and credit validated at order time: fewer credit notes and less rework.

REVENUE

More sales per rep

More effective visits, one-click reorders and the catalog at hand: your team sells more in the same time.

THE CHALLENGE

Your team sells. But the order takes too long to reach the ERP.

01

Orders on paper or chat

Notes, photos and messages someone has to retype at the office, with errors and delays.

02

Reps without information

Without stock, prices or customer balance at hand, they promise what is not there or lose the sale.

03

Customers who wait

To reorder, check an invoice or a statement, customers depend on someone answering them.

INSALES

Sales force app

Everything a rep needs to close the deal in front of the customer.

Orders and quotes

Create quotes and orders in seconds, validated against stock, pricing and customer terms.

Visual catalog

Show products with photos, descriptions and real-time availability by warehouse.

Customer profile

Purchase history, open invoices, credit limit and balance before taking the order.

Routes and visits

Visit schedule per rep, visit logging and follow-up of the assigned portfolio.

Field collections

Payment recording and customer statements so every visit also collects.

Goals and performance

Sales progress by rep, territory and product for the team and sales management.

INSALES

Self-service B2B portal

A digital channel where business customers buy and serve themselves.

Online ordering

B2B

Customers build orders with their own price list, discounts and negotiated terms.

Quick reorder

Repeat previous orders or frequent products in a couple of clicks.

Invoices and statements

Check invoices, payments and balances without calling or emailing your team.

Order tracking

Status of every order from reception to dispatch.

Users per company

Multiple buyers per customer, each with their own permissions.

Your brand

A portal with your company branding to strengthen customer relationships.

Why InSales

- ✓ Built for SAP Business One: customers, items, price lists and orders flow to and from the ERP.
- ✓ One catalog, stock and pricing for the app, the portal and the point of sale with NovaPOS.
- ✓ Less data entry at the office: the order is entered once, where it happens.
- ✓ Commercial visibility for management: sales, visits and receivables by rep.
- ✓ Implemented and supported by expert SAP Business One consultants.

INSALES

Frequently asked questions

What is InSales?

It is a commercial solution that combines an app for your sales team and a self-service B2B portal for your business customers, connected to SAP Business One.

What can my customers do in the B2B portal?

Buy whenever they need to, repeat orders and check invoices and account statements, without waiting for someone to reply.

Do orders go straight to SAP Business One?

Yes. Orders and quotes are validated against stock, prices and customer terms, and reach SAP Business One without retyping anything.

Does it work with NovaPOS?

Yes. InSales and NovaPOS share catalog, customers and stock to cover the counter, the sales force and B2B relationships.

LET'S TALK

Take your sales force to the next level

We show you InSales with a real sales flow: from catalog to order in SAP Business One, in the field and on the portal.

Request a demo → | WhatsApp +1 (786) 702-3091 | Learn more

OFFICES

Miami, United States
+1 (786) 702-3091
+1 (305) 395-0891

Caracas, Venezuela
+58 (212) 234-2142
+58 (412) 222-2469

EMAIL

systems@softwareida.com
ida.marketing@softwareida.com

WHATSAPP

+1 (786) 702-3091
www.idasoftware.com

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