Advanced Business Partner

DMS One

# INTRODUCTION

VIETTEL

Say it your way

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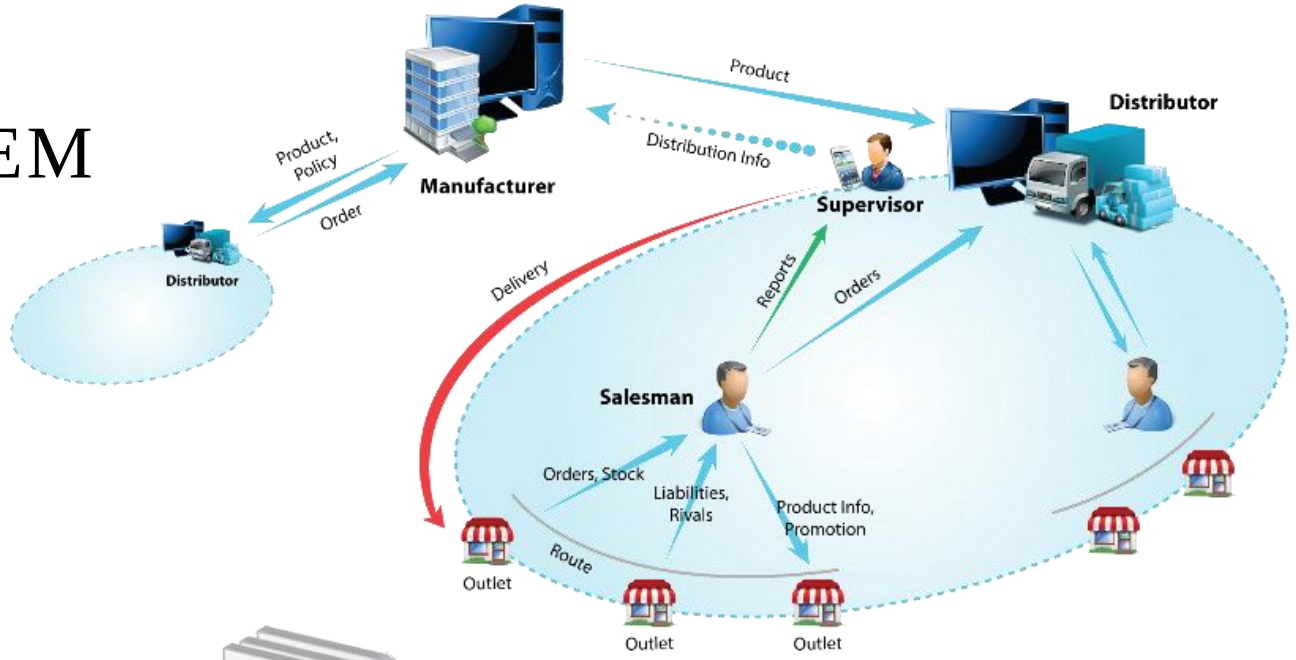
# ABOUT US

## VIETTEL ICT

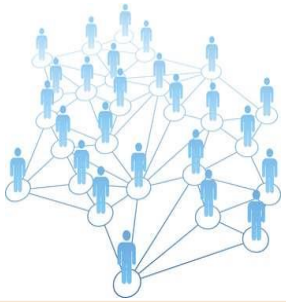
- Viettel Group’s branch
- IT Solutions: Enterprise, Government, Energy, Education, Transportation, Community,…
- 1,000+ IT engineers
- HCM Office: mainly focus on DMS solution (100 developers, 50 training professional, 20 sales)

# DISTRIBUTION Mgmt PROBLEM



- Monitor company's field staffs

- Commercial support / trade promotion program management

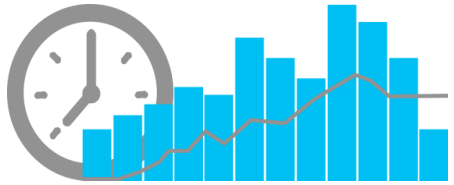


- Wide-ranging distribution channel with various customers

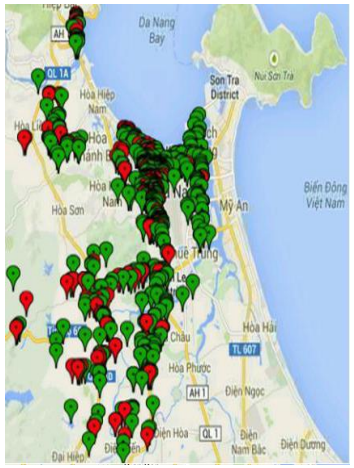
- Time-consuming & low-integrity reports

- Uncontrolled sales-out (distributor to end-consumer) flow.

# DISTRIBUTION Mgmt REQUIREMENT



- Creating, assigning KPI & assessment



- Product coverage, outlet/retailer management?

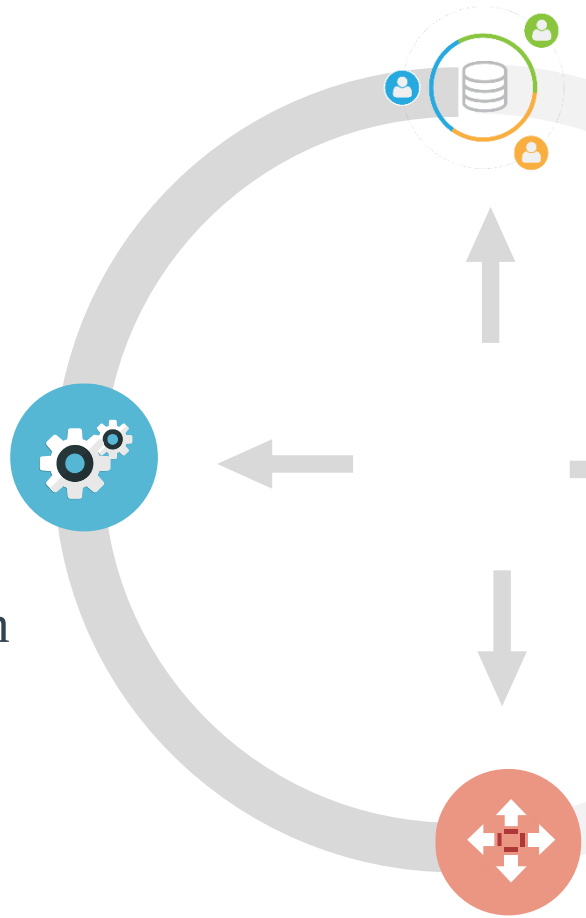
- Real-time sales statistics

- Business Intelligence /Dashboard reporting

- Mobile/Flexible Management?

( Anytime, anywhere )

# DISTRIBUTION Mgmt REQUIREMENT



## CENTRALIZED MANAGEMENT

- Integrity data
- Unique, exclusive access

## REALTIME

## SALES-STAFF MANAGEMENT

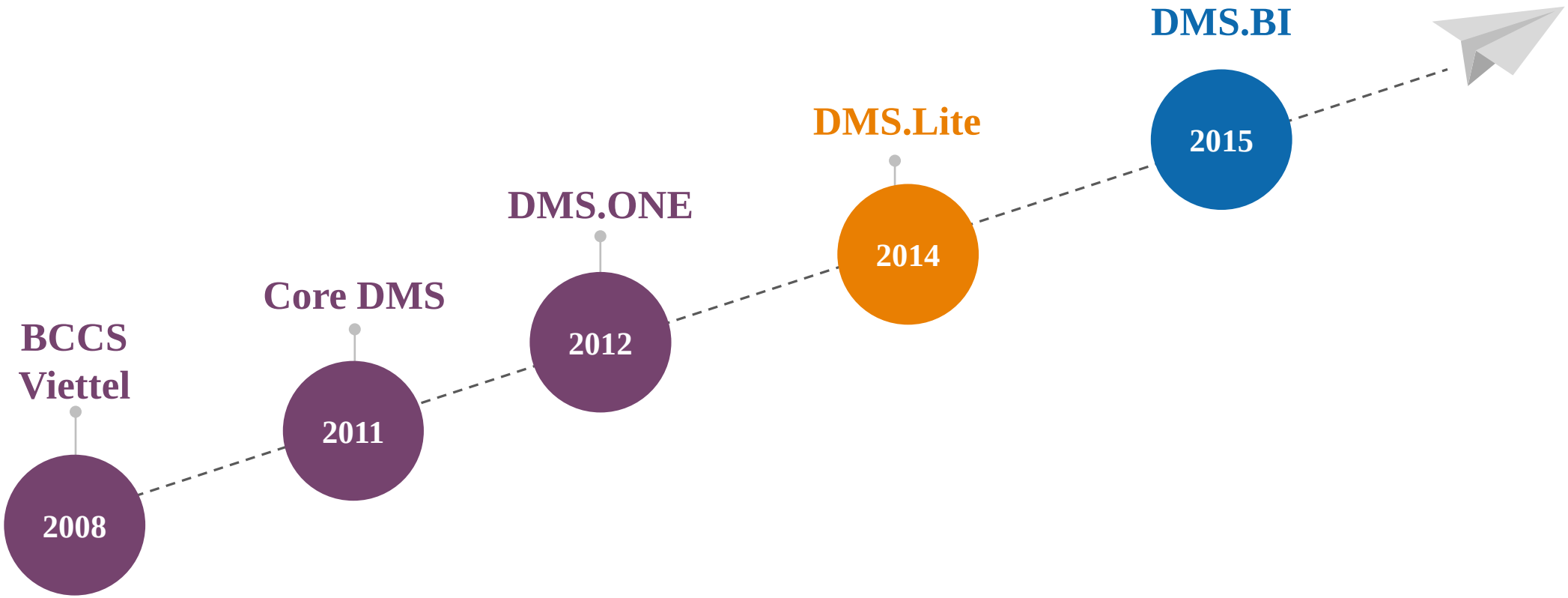
- Monitoring current position
- Assess job performance

## FLEXIBILITY

- Customers
- Promotion program
- Reports

By Viettel Telecom

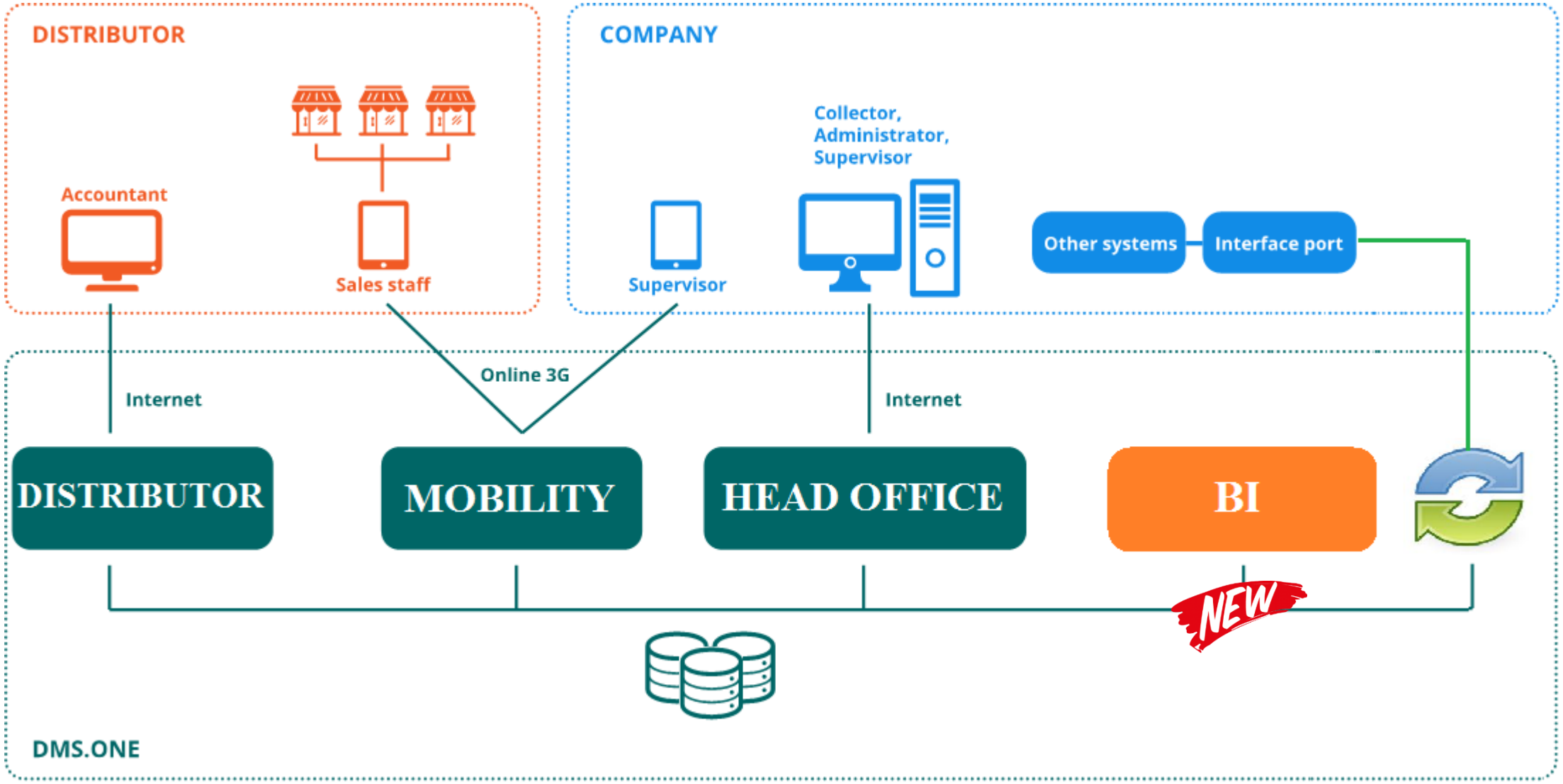
# DMS.ONE HISTORY




Viettel build DMS from scratch, inherited Technical Core from the Billing & Customer Care System/ Business process from experts in FMCG industry.

# DMS.ONE USER ROLES

# DMS.ONE TECHNICAL SYSTEM



# SERVICE OPTIONS

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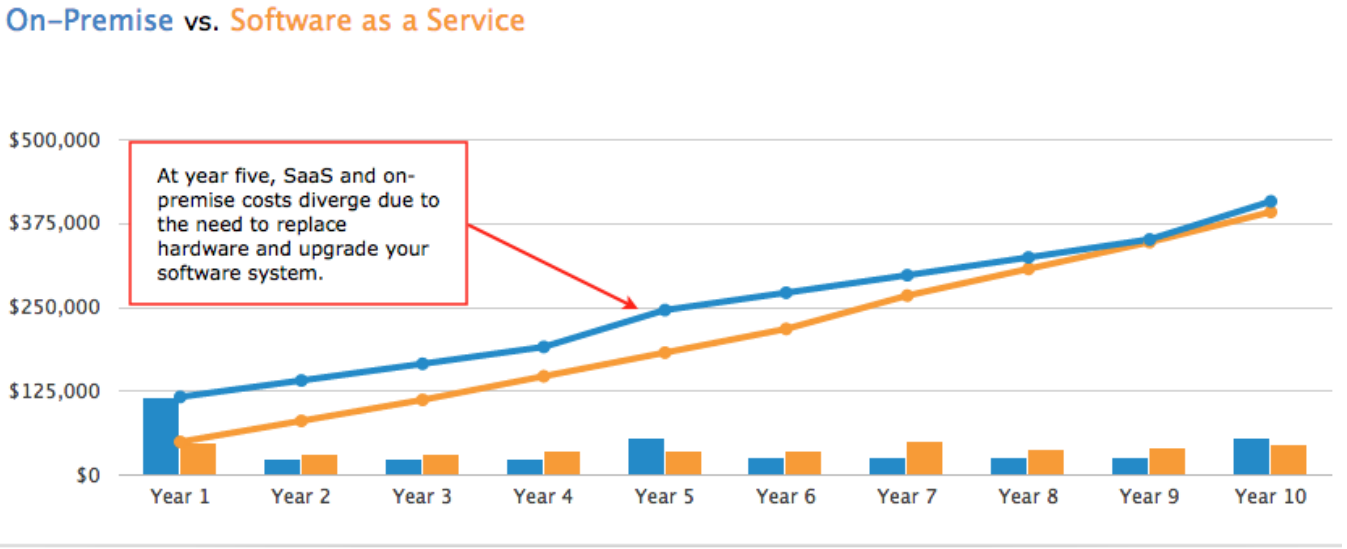


| | SAAS | On-Premises |
|---|---|---|
| **Cost** | Low-Initializing Cost, Monthly service fee | High upfront capital costs |
| **Customization** | Rapid deployment, low-cost | Slower, high-cost |
| **Network & Security** | Don’t worry, we care all! | Enterprise’s responsibilities: setup, monitoring,… |
| **Maintenance & Support** | Included in monthly fee | 16-20% total fee/year |
| **Expanding** | No-Limited, cost per sub | License-Limited |

# DMS.ONE – Typical Customers

## SaaS

- Top#1 VN's diary product manufacturer
- 2012: DMS.Tabet, synchronized with SAP & Solomon.
- 2015: Swap Microsoft Solomon deployed by FPT to DMS.ONE

- **2.600** Salesmen
- **240** Distributors
- **230,000** Outlets
- **90** Showrooms
- **64** provinces
- **>200** SKU

## On Premise

- Top#3 VN's instant foods manufacturer.
- DMS.ONE, synchronized with SAP
- Deployed in 2013

- **800** Salesmen
- **150** Distributors
- **160,000** Outlets
- **64** provinces
- **>50** SKU

# OUR EXPERIENCES

Say it your way

# DMS.ONE CUSTOMERS

**2.000+**

**Distributors**

**10.000+**

**Salesmen**

# WHY DMS.ONE?

# WHY DMS.ONE?

**Unique software system**

All-in-one solutions

**Integrity data**

Device → 3G → Telco Core Network -> Data Center

**Flexible Synchronization**

ERP/BI/CRM integrated by standard technical mechanism

**3-Tier navigation System**

A-GPS, Cellular-LBS, Wifi-LBS

**Centralized Database**

ORACLE, DB2, MS SQL supported

**Multi-size & multi-platform Interface**

Tablet, Phablet, smartphone (iOS, Android)

# WHY VIETTEL?

# WHY VIETTEL?

**3G network:**

- Nation-wide coverage.
- Exclusive enterprise data plan

(Voice, SMS baring, IP blocking)

Say it your way

**Telecom-integrated System**

(SMS, LBS, USSD…)

**On-demand service options**

(On- Premise and SAAS)

**Experienced in massive-products & SaaS**

**High-security System**

(CA, OTP Token Integrated)

**Technical and Customer Care Support**

Hotline 24/7, Direct Support

Say it your way

# THANK YOU!

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