Introducing the modules of

LogisForce

About Us

Established in 2014 in Tokyo, Japan, AFR Solutions is an IT company that provides top quality cloud-based solutions for Logistics, Supply Chain and Trading management. We primarily provide consulting services and solutions to enterprises and institutions around the world, with clients in Asia, Europe, and North America.

LogisForce is built on the Salesforce platform, arguably the best cloud computing platform in the world. We also built based on our previous experience from working in the logistics field in Japan.

1 Best Company

AFR Solution is one of 43 Top Vietnam Logistics Companies and Startups by best startup.asia. With experience, knowledge and technology, we are confident that we can solve your problem efficiently.

2 Best Platform

A platform (Salesforce) that is known and trusted by thousands of customers

3 Great Service

Our service will make you feel like you have found a friend who understands your problem.

4 Growing Company

AFR Solutions is a company that advances and continues to develop according to customer needs

5 Good Implementation

The deployment team of AFR Solution are individuals with experience in logistics and understanding of technology

Forwarder Management System

LogisForce FMS

LogisForce is built on Salesforce's cloud computing platform with a full range of modules to serve the operation of one or more supply chains.

The forwarder management module is a system in the LogisForce ecosystem called LogisForce FMS with full functions to manage a Forwarder company.

About AFR network

Japan office

Head office of AFR Solutions is located in Tokyo Japan with the function is manage oversea branches and product development

15+ Projects

Vietnam Branch
Offshore Development Center

The branch in Vietnam acts as the Center for Foreign Development, which also plays an important role in the implementation of projects in Vietnam and neighboring countries.

15+ Projects

Cambodia Branch
Cloud System Integrator

Providing operational and management solutions for logistics companies and responsible for integrating LogisForce with other software is the main function of AFR Cambodia branch.
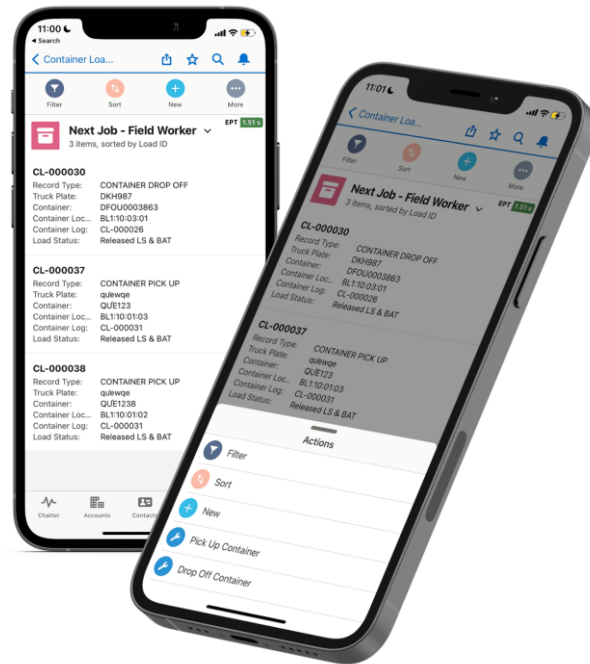
10+ Projects

South Korea Branch
Consulting Center

Providing consulting service for salesforce development.

LogisForce's main modules

1	Customer Relationship Management (CRM)
2	Operation
3	Pricing
4	Transportation
5	Accounting

Developed on the cloud computing base, Salesforce is the world's most trusted CRM solution which allows businesses to expand and elevate to a new mile high.

LogisForce is a product built on the Salesforce system with full functions, which help Sales team achieve the ultimate efficiency through automatic application to increase productivity.

Main functions

Create and manage customer's information

Create and manage customer's contact list

Create and manage quotes

Track and manage shipment's status

Get products → Create quote → Approve quote → Send quote to customer

Gina Harris
@team this workflow changed provisioning from days to minutes!

👏 17

Savinay Berry
EVP, Product & Engineering, Vonage

CRM
Main functions

For Sales team

Save all customer's data and contact

All customer's data are managed on one single platform, and is accessible to other departments: documents, accounting,… This will reduce any error that might occur while managing these data.

Create and manage quotes

With just a few steps on the system, Sales team can create quote accordingly to business's form. These information will be forwarded to Docs team after receiving agreement from the customer. This also helps save time for back office team.

Establish internal process

Pre-establish all processes relating to internal workflow and approval, which will redirect staff to work accordingly to the system, thus reduce any error chance to a minimum.

Internal interaction

With chatter function, Sales team can contact directly to other departments right on the customer, or quote record. This will help communicate more accurately and faster.

Archive history of customer support

All email sending or contacting to customers are synchronized onto LogisForce system. This will help Sales team remain active in catching up with current customers.

Manage personal tasks

Track status of all quotes and tasks in one single platform. Automatic reminder can be set to notify users all upcoming tasks to complete, or deadline notification.

For managers

Track your team's activity

LogisForce's Dashboard function provides the ability to report all departments and team's activities in details. Managers can then easily overview all business activities of the company.

Approve online e-documents

Approve quotes instantly by laptop, tablet, or mobile device. With a high-speed internet connection, managers can access to the system and approve all papers at any time and any place.

Assign task and track progress

Assigning tasks to all departments is much easier with Assign function on LogisForce. Managers can assign and overview the overall progress directly on the system, with details to every quote and order.

With Sales department, managers can resolve these concerns below:

- How many customers are currently being active?
- How many new customers the team got within a specific period?
- Who are your frequent customers, and which route are they operating?
- Which customer no longer used your service?
- Which type of customer is this specific revenue from?
- How many quotes are pending for approval?
- How many quotes are pending for customer's approval?
- How many quotes are approved? How many quotes are pending for customer's packing list or VGM?
- Who brought the most new customers in the Sales department?
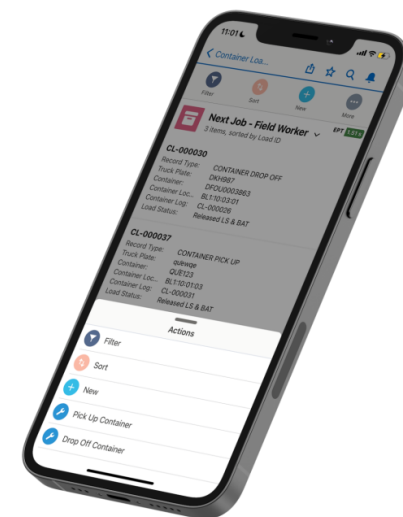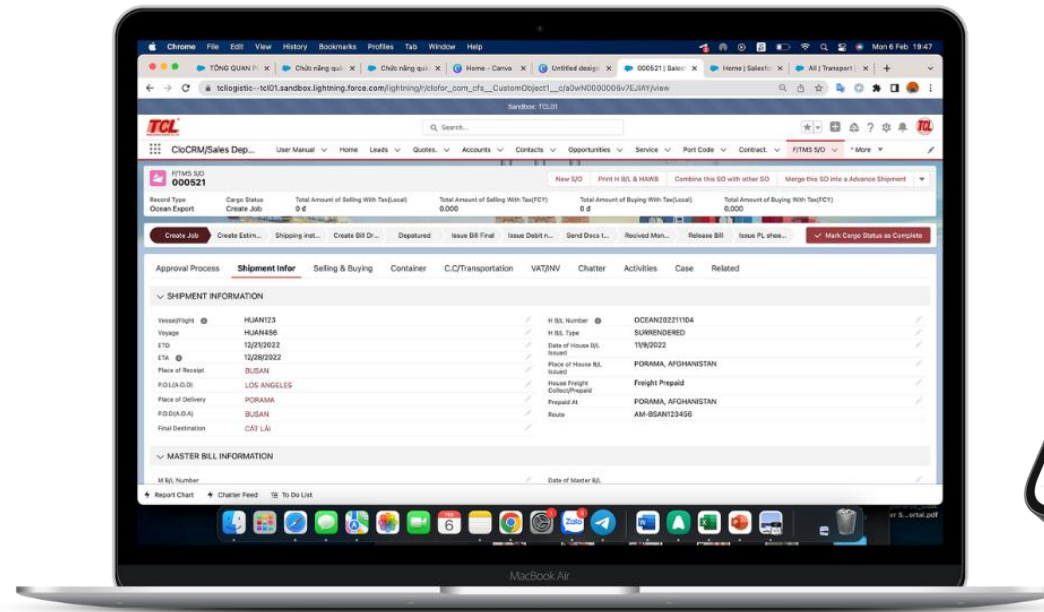- Who achieved the most revenue in the Sales department?

Main functions

Create and manage shipment (Console, FCL, LCL...)

Print documents directly from system

Synchronize data with Sales, CS, Pricing...

Advanced business: joint booking,...

Sea Export (FCL/LCL)

LogisForce provides features that create and manage all SEA jobs (FCL/LCL), while supporting several jobs, such as 1-MBL with several HBL, LCL Consol. All operations on LogisForce only inherit from customer's data created by Sales team, with additional important information input in one time to print our all document types: Booking Note, H-B/L, Shipping Instruction (SI), Manifest, Loading conform, Pre-alert, Telex Release, P/L Sheet, Shipment Cover Page…

Sea Import (FCL/LCL)

All basic features will be similar to Export: 1 MBL with several HBL, 1 MBL 1 HBL… The input of these data will be one time only and used to print out all document types: Arrival Notice, D/O, Authorized Letter (giấy ủy quyền), Cargo Manifest, P/L Sheet, Shipment Cover Page…
Revenue and expense will be inherited from Sales and Pricing. Docs will only need to enter other occurring cost if any. These data will also be used to print out these document types: debit note, credit note, VAT invoice, SOA và tính profit.

Air Export

LogisForce supports all types of job, such as: 1 MAWB 1 HAWB, 1 MAWB with several HAWB, consol…
All data will be imported in just one time, and used to print out these document types: HAWB, MAWB, Manifest, P/L Sheet, Shipment Cover Page, etc…
Revenue and expense will be inherited from Sales and Pricing's quote, or in one-time import and print out these document types:: debit note, credit note, VAT invoice, SOA và dính profit.

Sea Export (Consol)

All basic management features will be similar to those of Sea Export FLC/LCL. With consol, LogisForce will provide these features:
- Automatically allocate profit based on revenue and cost for every Sales staff.
- Automatically allocate cost for several customers.
- Customizable features to interchange booking between consignments and joint booking.

Sea Import (Consol)

All basic management features will be similar to those of Sea Import FLC/LCL. With consol, LogisForce will provide these features:
- Automatically allocate price for all HBL in MBL in specific calculating units, in order to calculate commission for Sales staff that contribute to the consignment.
- Export E-manifest in standard Custom format.

Air Import

Similar to Air Export, LogisForce supports all types of job, such as: 1 MAWB 1 HAWB, 1 MAWB with several HAWB, consol...
All data will be imported in one time only and used to export these document types: Arrival Notice, Authorized Letter – with two formats: 1/ company authorizing for receiving consignee, 2/ consignee authorizing for import companies, P/L Sheet, Shipment Cover Page…

**With Doc, Cus, and OP department,
managers can resolve
these following
concerns:**

- How many jobs that need to be opened?

- How many jobs and what are the statuses of these?

- Which staff is handling this job?

- How many jobs are waiting for booking?

- How many jobs that need to send SI?

- Which ships are running today? Is there any job that is close to ETD…?

- How many jobs on due date are currently having no customers?

Main functions

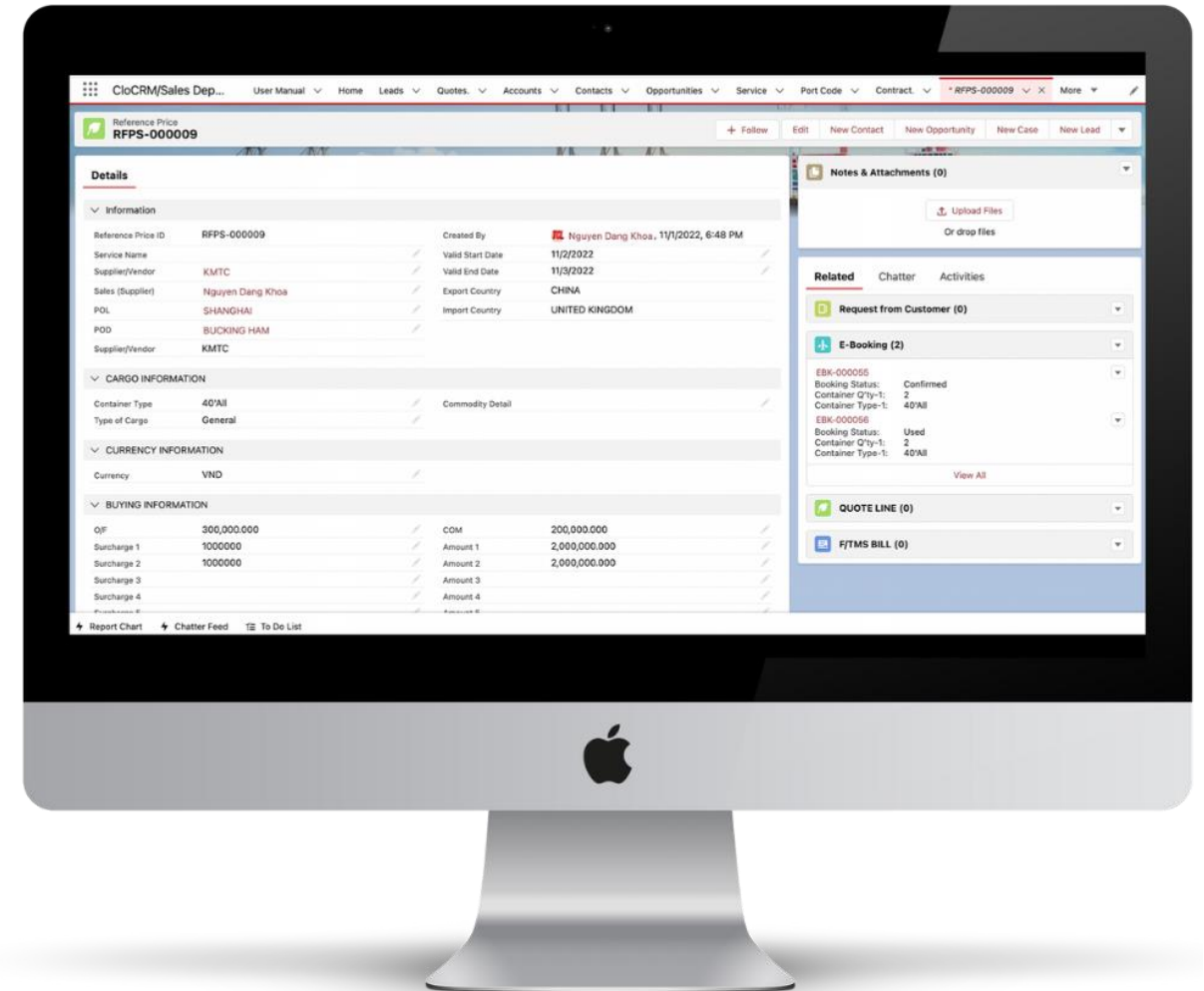### Manage all price check requests

Pricing department will receive price check requests from Sales or other departments. The system will record these requests and send to Pricing department to create to-do list.

Manage quote from providers

After obtaining price from shipping company, Pricing department will update on the system. Sales team only need to enter departure, arrival, ETD,... and price matching will be displayed for the staff to choose as quote.

Connect price data with Sales, CS

After price becomes available on the system, Pricing department can appoint CS to process booking. When price reference is used in quote, this information will be updated again while creating a job. Docs team will not need to enter the price again.

With Pricing department, managers can resolve these following concerns:

- How many price check requests are pending?

- How many routes are there with price? And what price for what line?

- How many prices have been used by Sales team?

- How many prices are due on Valid Date that needs to notify Sales team?

- In a specific route, which Line has the best price?

- How have the Lines' price been changed over the time?

Main functions

Plan to transport and coordinate vehicle

When there's a job requiring trucking service, the system will send request to Truck Leader department. The team will then schedule and plan to transport and coordinate vehicles. The system will prevent all duplicates in schedule, while also notify the drivers about the schedule. Drivers can then update the status right on their mobile devices.

Print documents related to the transportation

All important documents such as truck way bill, receipt… will be set up on system. PIC can then print these documents at any time without having to edit.

Manage vehicle and driver's information

The transportation module supports users to manage information of drivers, trucks, maintenance schedule… This will ensure all information are managed transparently and accurately.

With Truck Leader department, managers can resolve these following concerns:

- How many jobs that need to schedule trucks?

- How many trucks are currently operating? Who are the drivers? Which jobs are the drivers transporting for? What is the departure and arrival destination?

- Which truck is in need for a maintenance? Which truck needs to be under maintenance? What parts are required to be under maintenance? Who is the driver?

- Which truck and whose driver is it that transports the most rides?

Main functions for Accounting

Manage receivable and payable

Inherit all revenue and expenses from other departments, such as Sales, Cus... LogisForce provides solutions for Accounting department to overview all receivables and payables from those data.

Manage VAT invoice export

All invoices will be issued and managed directly on LogisForce with information inherited from jobs' data.

Manage advance – purchase order

When other departments create a purchase order, Accounting department will manage, approve or reject these orders on LogisForce. The payment progress will be then updated.

Manage and export debit/credit/SOA

All debit, credit, invoice documents will be stored on its corresponding job. Accounting department only needs to access to one job, then the team can read all related documents, or export a customer (partner)'s document.

Adjustable real-time report

Debt reports are automatically updated in real-time. Whenever any Accounting staff accesses to the system, they can track all amounts incurred at that time.

Automatic debt and payment reminder

Based on the company's business process, all reminder steps to customers and internal staff can be customized accordingly. LogisForce also supports by sending email to customers by process to deliver debt reminder, or notification on processed payment....

With Accounting department, managers can resolve these following concerns:

- What is the current revenue of the Job?

- How many payment requests are needed to process?

- What is the total receivable/payable (for customer and supplier)?

- What is this month's actual revenue up until today?

- How many jobs that needed to issue invoice?

- How many jobs that are completed and waiting to be locked?

- How is the revenue/expense/profit on each job?

Other functions include:

Available
Synchronize email content from Gmail & Outlook, send email from the system

Available
Access to system by mobile application, tablet,...

Available
Unlimited customizable reports for each staff and department.

Available
Apply internal process to all departments

Available
Apply online approval process to all departments

Available
Apply the function of decentralization and assign task to each individual, department...

Developable
Support integration to other accounting and invoice issue softwares

Developable
Web tracking
(Customer can access to website to track current status of a job)

Developable
Integrate with GPS system to track the truck's location, thus optimizing the route.

Developable
Intergrate with Call Center
(Receive and conduct a call from the system)

Developable
Integrate with Carriers' sysem
(Submit SI, VGM, track ship schedule, job's status...)

Developable
Integrate with your business's payroll software
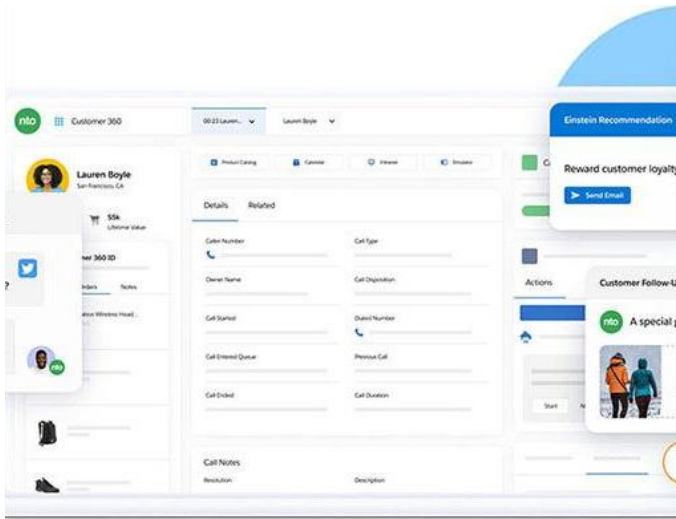
In fact, there are many management software for forwarder companies, why is LogisForce special?

Conveniently Customizable

Using the available tools, you can quickly personalize your system. For example, changing processes, adding modules for management, or building new app... all of them will be done with just click in LogisForce.

Universal Platform

Using a single platform and infrastructure has advantages for business of all sizes. Customer data is safe and secure because of the multi-tenant design of Salesforce development. Customer no longer have to get involved.

Suitable for a Wide range of platform

LogisForce is capable of integrating with a variety of third-party applications. Fortunately, it's all made possible through an open API to connect with other platform like: Google cloud, dropbox, mailchimp....

Excellent Reporting Tools

LogisForce provide a variety of reporting options that may save you both time and money when it comes to analyzing data. You may use LogisForce tool to improve your firm by getting a clearer picture of Sales, Cus, Docs, Op, Accounting....

Security and Safety

LogisForce is built on Salesforce platform, is a SaaS that provides a flexible and easy data security strategy. Using It's pre-installed security features, business owner and manager may select the individuals who can access company information.

Vast Ecosystem

A wide range of communities, including partner, developers, and end-users, are all part of the salesforce eco-system. It's easy for your company if one day you want to expand your business, we are here to accompany.
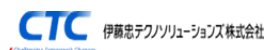
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LOGISFORCE
UNIFIED CLOUD SOLUTIONS

Our Customer & Projects

Retail & Trading

- WORLD EXPORT — High quality Wood Manufacturer
- DeeCorp — Dynamic & Economy
- SoftBank C&S
- L'ORÉAL

High Tech

- UniFa
- CTC 伊藤忠テクノソリューションズ株式会社
- Widsley
- FPT Software

Logistics & Forwarder

- IEC INTERNATIONAL EXPRESS CO.,LTD.
- Gulf Shipping
- SHIN TOYO GATE — International Freight Forwarder
- 新洋海運株式会社 SHINYO KAIUN CORPORATION
- PROS LOGISTICS
- AGL ARIES GLOBAL LOGISTICS
- HCMCT
- GEMADEPT Phuoc Long Port
- MFC Cambodia
- Philong Shipping
- RAPID FREIGHT LOGISTICS
- FBI Logistics
- ASAP Freight
- SWIFT
- KMBL LOGISTICS

Consulting

- ITHREE
- CREEK & RIVER Co., Ltd.

Manufacture

- SEKISUI

Finance

- 立ちどまらない保険。 三井住友海上 MS&AD INSURANCE GROUP

AFR PARTNER – 2022

THANK YOU!

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