**Requirements**

**(for Sales and Distribution System)**

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There are some possible requirements related to the

Multi-tenant System for Sales and Distribution

* Sales Force Management
* Order Management
* Inventory and Division
* Marketing and Merchandising

**Sales Force Management**

* Define and manage team of field sales agent.
* Plan travel route for agents.
* Track agent location in real-time.
* Monitor daily sales targets.
* Analyze agent performance.

**Order Management**

* Define and manage products and their pricing.
* Define and manage distributors and retail outlets.
* Process orders received from retail outlets.
* Offer discounts and launch Promotions.
* Process distributor claims.
* Process payments and claims.
* Define tracks, and manage Sales Performance Scorecards.

**Inventory and Division**

* Maintain inventory levels of products at different locations.
* Receive Shipments from Head Office.
* Transfer Inventory to distributor warehouses.
* Issue Stock to wholesalers/retailers against booked orders and generate invoices.
* Accept returns from wholesalers/retailers and generate Credit notes.

**Marketing and Merchandising**

* Create and manage Planograms.
* Track assets supplied to Retail outlets.
* Record customer feedback and complaints.
* Obtain competitor information.
* Conduct Surveys.