



# **DMS One**

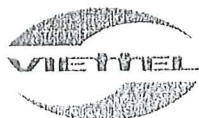
## **INTRODUCTION**



## **CONTENT**

- |          |                                  |
|----------|----------------------------------|
| <b>1</b> | <b>ABOUT US</b>                  |
| <b>2</b> | <b>PROBLEM &amp; REQUIREMENT</b> |
| <b>3</b> | <b>DMS.ONE</b>                   |
| <b>4</b> | <b>SERVICE OPTIONS</b>           |
| <b>5</b> | <b>WHY US?</b>                   |

## ABOUT US



## Say it your way

## 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



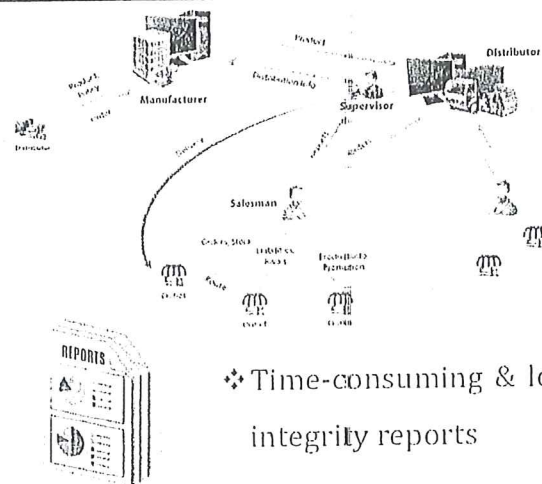
- ❖ Monitor company's field staffs



- ❖ 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.

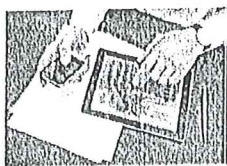
## DISTRIBUTION Mgmt REQUIREMENT



- ❖ Creating, assigning KPI & assessment



- ❖ Real-time sales statistics



- ❖ Mobile/Flexible Management?  
( Anytime, anywhere )



- ❖ Product coverage, outlet/retailer management?



- ❖ Business Intelligence /Dashboard reporting

## DISTRIBUTION Mgmt REQUIREMENT



### **CENTRALIZED MANAGEMENT**

- Integrity data
- Unique, exclusive access

### **FLEXIBILITY**



- Customers
- Promotion program
- Reports



### **REALTIME**



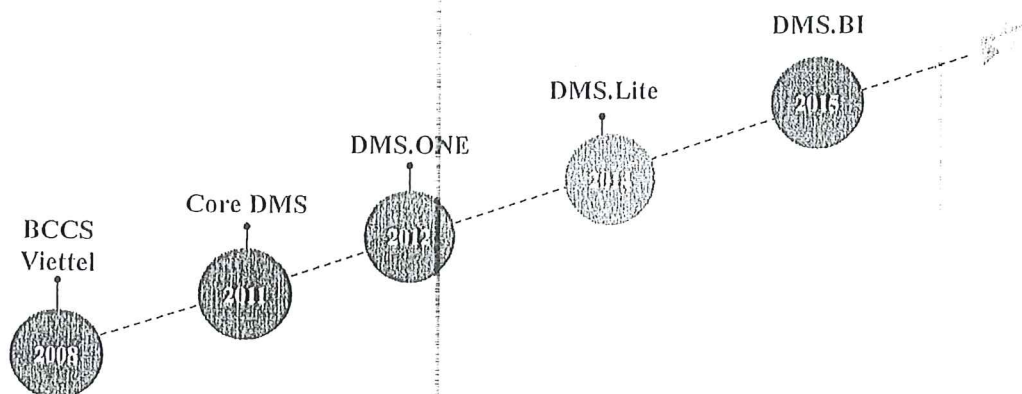
### **SALES-STAFF MANAGEMENT**

- Monitoring current position
- Assess job performance

**DMS One**

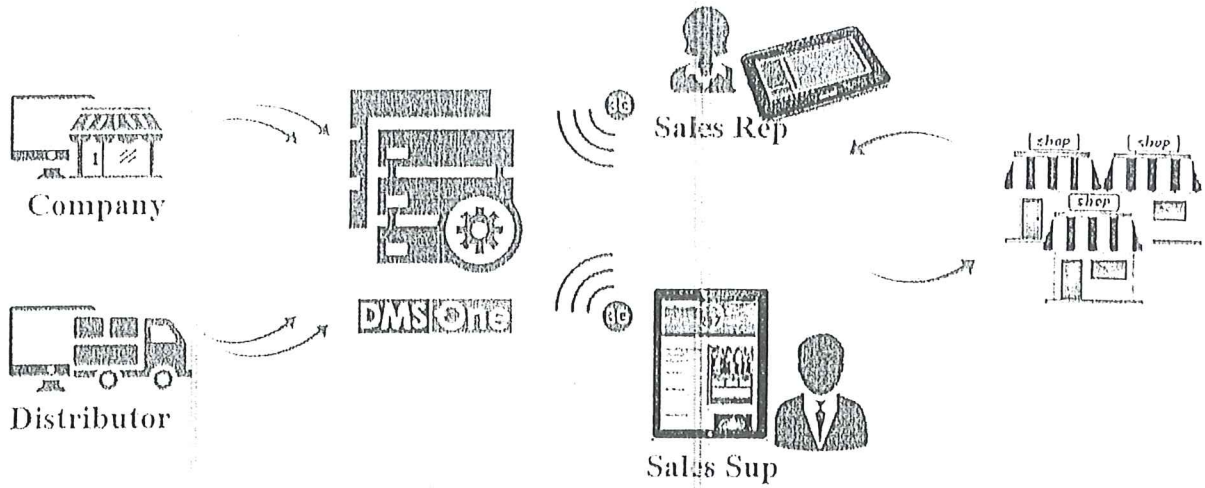
By Viettel ICT

## DMS.ONE HISTORY

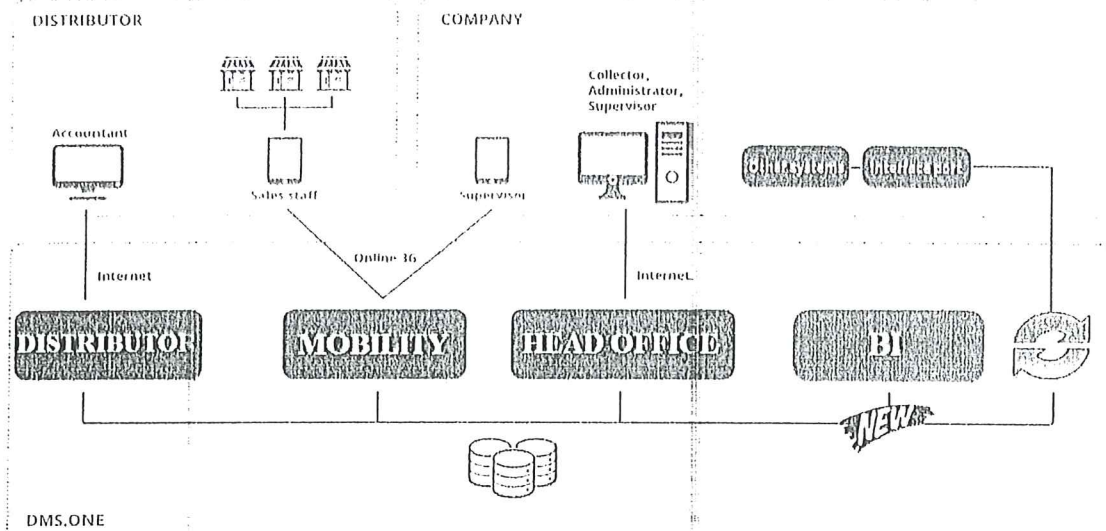


Viettel built DMS from scratch, inherited Technical Core from the Billing & Customer Care System/  
Business process from experts in FMCG industry.

## DMS.ONE USER ROLES

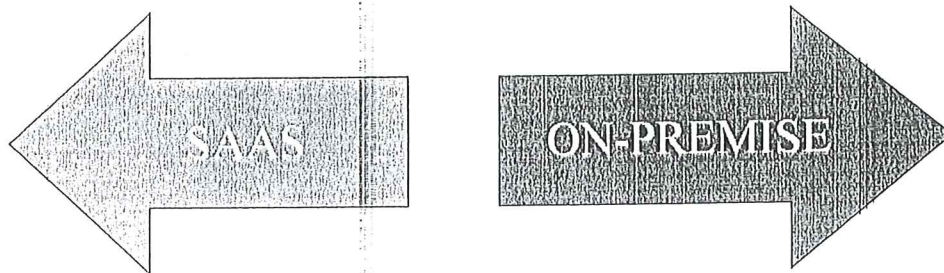


## DMS.ONE TECHNICAL SYSTEM



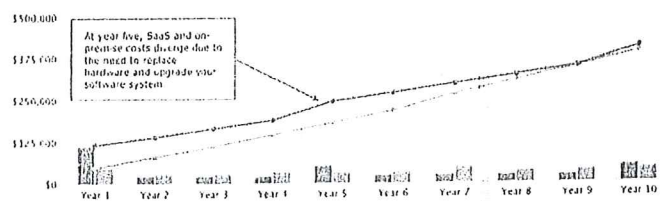


## SERVICE OPTIONS



## SERVICE OPTIONS

On-Premise vs. Software as a Service



	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 dairy 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

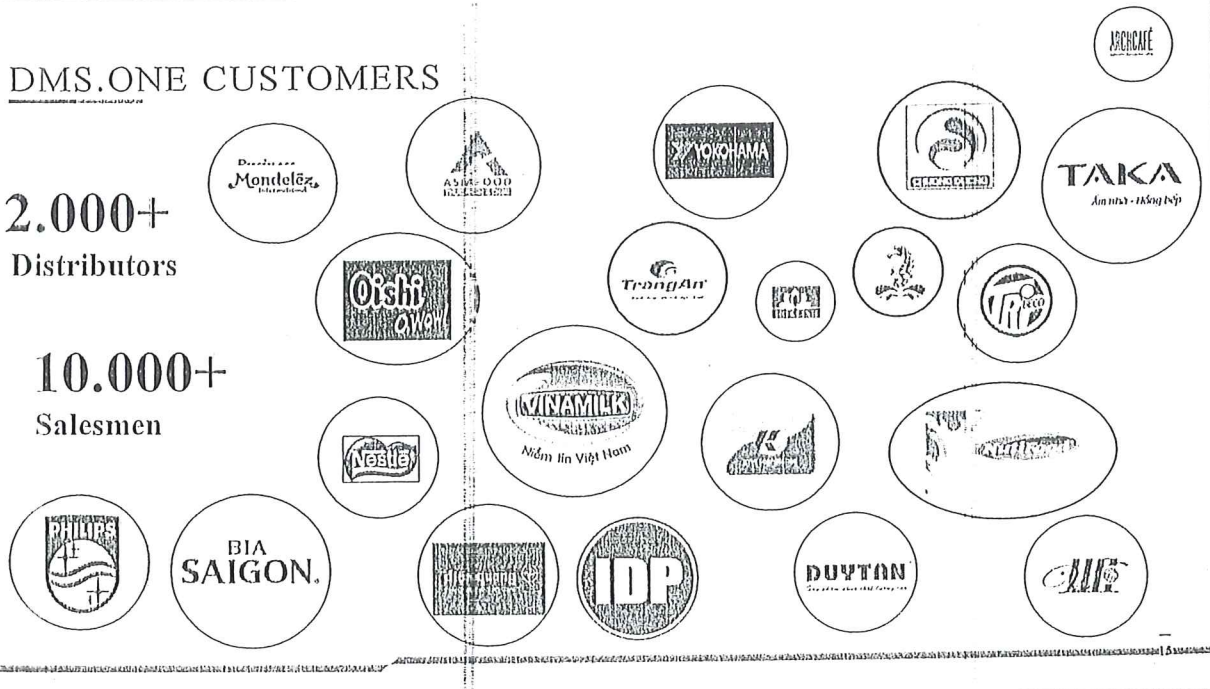


Say it your way

## DMS.ONE CUSTOMERS

**2.000+**  
Distributors

**10.000+**  
Salesmen



## WHY DMS.ONE?



Say it your way



## WHY DMS.ONE?

Unique software system  
All-in-one solutions

**DMS ONE**

Multi-size & multi-platform Interface  
Tablet, Phablet, smartphone (iOS, Android)

Integrity data

Device → 3G → Teleo 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

## WHY VIETTEL?



Say it your way

## WHY VIETTEL?

### 3G network:

- Nation-wide coverage.
- Exclusive enterprise data plan  
(Voice, SMS baring, IP blocking)



**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

## THANK YOU!



Say it your way