CUSTOM SALES MANAGEMENT PLATFORM PROCESSES 9,000 TRANSACTIONS PER MINUTE

PSL developed, deployed, and now maintains a custom sales management web and mobile platform that connects over 650,000 global sales reps, seamlessly integrating with existing company services. Imagine an integrated, user - focused system that provides comprehensive data and analytics for operations in 57 countries.

> " The selection of a nearshore partner is a very important decision and as such, we are looking at many different aspects of your company including: culture fit, time zone, skills and capabilities, management and multiple factors surrounding the location of operations. "
>
> *Chief Digital Officer*

PSL

Results:

- Insight Module for providing reports and key information to distributors, featuring:

  - Activity log

  - Visualization system

  - Google Maps integration

  - Rewards Program Status visualization

  - E-billing and order processing

- Responsive web and mobile design

- 10 application modules handing different lines of work

- Connects 650,000 sales reps in 57 countries

- Supports 35 languages

- Processes 9,000 transactions per minute

Tech Stack:

The Challenge:

For any company, managing 650,000 sales reps and a comprehensive reward program across 57 countries is a daunting task. Without the appropriate tools and management systems, it could be a nightmare. So, our client needed a visually-appealing management platform that would make it easy to track and manage global sales reps, process orders and boost sales by providing a user-centered experience. Additionally, this health and wellness company was working with a limited budget, and software developers now make an average salary of $90,000 in the United States, making the cost of the project prohibitively high to accomplish in the U.S.

The challenge for the client was to find a nearshore partner with deep technical knowledge who could deploy agile-focused teams capable of iterating quickly and available to work within the same time zone.

The Solution:

PSL worked in collaboration with the client to understand the sales process from all angles in order to design a responsive, user-centered sales management platform to meet the advanced objectives of the project. Once the architecture was created, PSL took the lead in implementing and deploying each application module focused on a different part of the system allowing the team to build a robust, iterative application quickly and add additional features later. A large part of the project was also devoted to building a user-experience that would allow for maximum conversion and provide an intuitive journey throughout the platform. Since all the modules have been deployed, PSL continues to add new features and maintain the web and mobile applications in working condition.