KMK

BiT
SALES REPORTING SOLUTION

QUICK.
SIMPLE.
RELEVANT.

10 days to implement a complete, cost-saving solution

*Saves time so you can **sell more***

The BiT is a pharma-ready, cloud-based sales reporting platform delivering the right information at the right time to enable informed business decisions.

In today's rapidly changing marketplace, who can afford to miss script writing opportunities resulting from a lack of information? Our guess is no one, and yet, so often we do just that -- typically because Sales Operations relies on software developers who may take months to get the reporting system to serve up the information needed, only to find the end result doesn't completely meet the business need.

That's why we developed the BiT. This easy-to-use, high-performance, cloud-based sales reporting platform incorporates all the key performance drivers to give you and your team the information you need, when you need it. Drawing upon our 20+ years experience in developing software for Sales Operations and our passion for innovation, we have created a platform that works smarter, not harder. We can actually reduce development time by 80% and provide you with an optimal solution *within 10 days of receiving data*.

Create your own "My Doc List" or "My Screens", and share it with your colleagues using embedded sharing technology.

Not only does BiT offer the flexibility to customize your views to suit your individual preference and requirements, it allows you to share these views and other information with colleagues, making it *the only truly collaborative sales reporting platform available*. While it can be used on any device, be it smartphone, laptop, desktop, notebook, or iPad, BiT provides built-in flexibility needed to remain responsive and productive in both the field and office.

In one quick and easy platform, BiT provides:

- Dashboards with alerts, benchmark comparisons, quick navigation to your customer lists
- Geographic summaries with interactive charting
- Complete detailed customer view
- Managed care performance with drill down capability
- The ability to create customer lists and track them over time with "My Doc List" technology
- The ability to create and save custom views with "My Screens" technology
- Sharing technology to increase collaboration and enhance communication
- Methods to manage your pull-thru wins
- Built-in capability to export to Excel and/or PDF
- Assistance in business planning and execution
- Answers to all pre-call planning questions
- A quick ability to identify trends in sales performance
- Deeper mining of data
- The elimination of ad-hoc reporting
- A flexible and easily scalable solution
- Usage tracking to ensure adherence
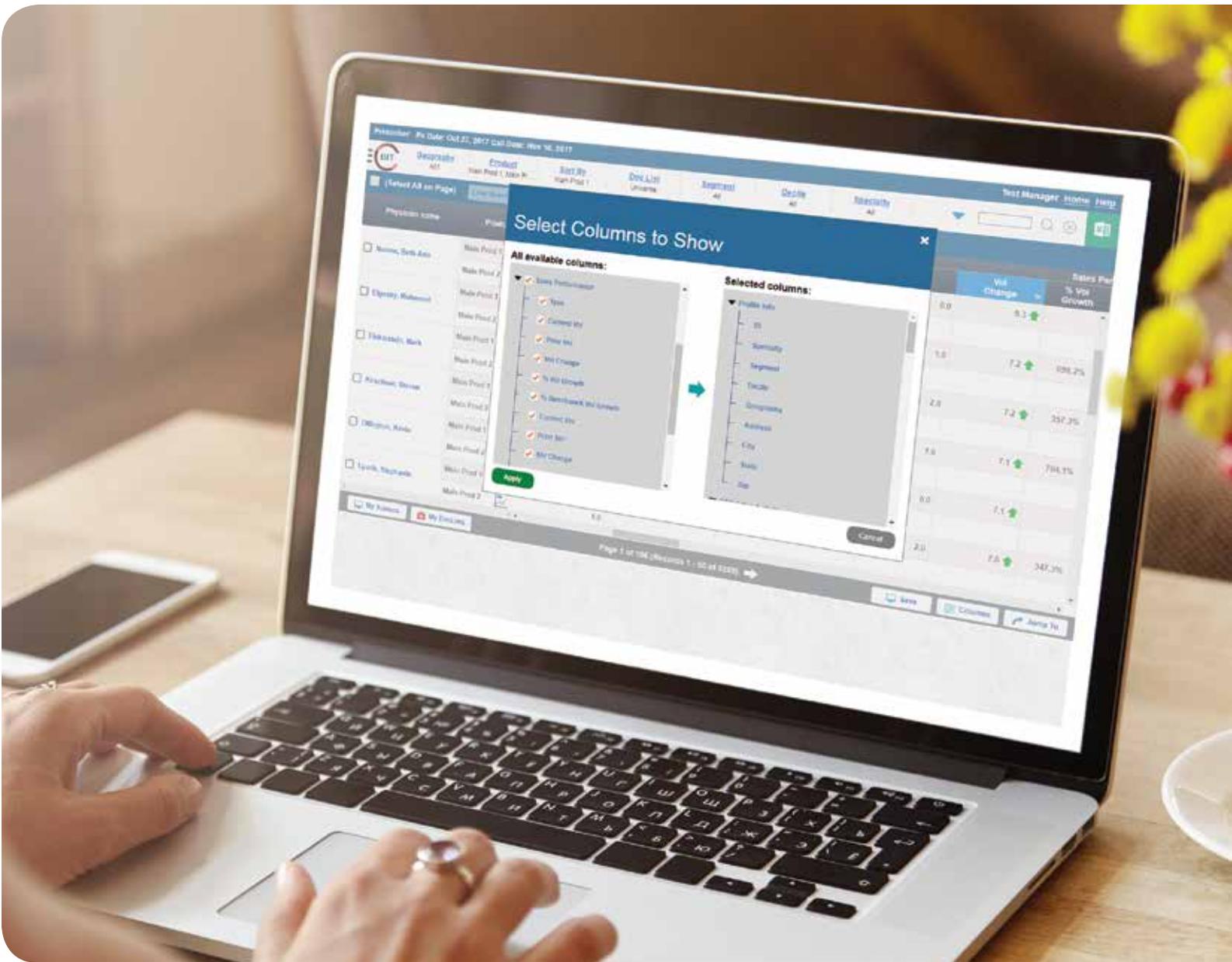
In addition, BiT creates **consistency** and **enhanced communication** across all levels of sales, **increasing engagement** and **collaboration**. Whether you use it for business planning and execution, to answer pre-call planning questions or to gauge individual effectiveness, the BiT gives you the framework needed to get the job done, quickly and efficiently.

We know there's not a "one size fits all" when it comes to a sales reporting platform. That doesn't mean you can't get the solutions you need to build a productive, efficient, and motivated sales force. BiT helps you do just that.

How we work

Drawing upon our significant consulting experience in Sales Operations and your user requirements, KMK engages in an iterative approach to empower users to provide feedback on the core foundation. With our flexible architecture, the goal is to build an optimal solution that works for everyone. No longer do you wait for months to receive something that might not work. With BiT, you obtain the flexibility and scalability necessary to implement feedback in a timely manner in order to keep up with the rapid change of business.

Learn what BiT can do for you.
Contact Tony Xenakis today.

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BiT addresses the most pressing challenges in sales reporting for the sales operations team

In a recent survey conducted for KMK, 80% of respondents named **accuracy, speed**, and **flexibility** as their biggest challenges with delivering quality sales reports. BiT addresses these challenges as follows:

Accuracy
· Built-in inbound data integrity checks
· QC validation throughout the ETL process
· Improves transparency and communication

Speed
· Back-end designed to optimize performance
· Fast response time and quick insights to make informed business decisions
· Intuitive solution with simple-to-use navigation
· Quick implementation and rapid change management

Flexibility

· Easy-to-scale solution based on KMK's grid technology
· Flexible design and customization
· Easy to integrate with other systems
· Custom reports design, customer lists creation, insight sharing