

Sales Operations Services

Services Designed to Automate and Improve Efficiency

Streamline Your Daily Sales Operations Activities

Applications and Service Offerings

APPLICATIONS

- **Sales Force Roster:** manages rep demographic, IC eligibility, and alignment data in one centralized location.
- **Achievement Coach:** lets you schedule and create meaningful performance reviews with all data (current sales data and previous review info) accessible to both manager and rep in the field.
- **Customer Profiler:** makes customer data management easy, allowing managers and reps to manage changes to customer data and account affiliations in the field, with approval workflow.

SERVICES

- **Sales Force Alignment Services:** we provide alignment services with the goal of reducing cost per call through alignment optimization strategies.
- **Financial Forecasting Services:** we provide data mining and analytical reporting service that examines your historical business trends, applies key business factors, and uses the results to predict your future business trends.
- **Incentive Compensation Services:** We assess your short and long term financial goals, incorporate product life cycle and brand goals, and build in metrics and robust reporting. Whether modernizing an existing IC plan, or designing a new initiative, we have the capabilities to put a solution in place that propels the success of your sales force.

ACI Expertise

Founded in 1994, **Aspect Consulting, Inc. (ACI)** specializes in **data services and custom application solutions** designed to enhance sales operations management.

Depth of Experience

Over 15 years specializing in providing data services and custom application solutions to support and enhance sales operations activities.

Proven Solutions

Multiple successful implementations of custom solutions and processes for well-known pharmaceutical clients.

Process and Tool Knowledge

We understand common pharmaceutical sales operations processes and tools, know limitations, and have solutions to fill those gaps.

John Abrams, President, has one vision for the company, **“Deliver the highest quality technology consulting services available.”**

Helping Our Clients Thrive

Aspect's Approach to Sales Operations Success

Aspect has a proven track record implementing solutions designed to support sales operations activities from end-to-end:

- Complex data load and transformation processes.
- Custom applications to support customer data management, sales force roster, IC eligibility, and sales coaching activities.



Sales Operations Support as a Service

With this service model, a team of experts is cross trained to be familiar with your environment, and is always available to keep your environment issue free.

- **Cross-Trained Team** is available on demand to assist with data issues.
- **Senior Level Guidance, Blended Rate Team** Less technical tasks can be delegated to mid to junior level team members for lower cost, all under the guidance of a senior level member. You get the right person for the task at the best rate.
- **Pre-Determined Budget** You get an entire team of seasoned IT experts with a wider range of technical skills than a single resource, at a monthly rate that you can afford.

Client Successes

Our goal is to implement solutions that provide our customers with a solid return on investment. A sampling of our client's recent successes:

Sales Ops Data Warehouse

at a mid-sized pharmaceutical utilizing the Aspect-designed automated, reusable data load framework resulted in a quick implementation, and normalized data ready to automate reporting.

Sales Force Roster Application

Successful development of Sales Roster application at a mid-size pharmaceutical company resulted data integrity and streamlined support processes.

Cloud Hosted Data Repository

Aspect utilized its data load framework to load all external and internally managed data needed for sales operations activities into one centralized repository, maintained by Aspect support resources. The result is customer, field, and prescription data cross-referenced across data sources, for greater reporting and operational insight.

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