



CLOUDFORWARDINGSUITE

The Nova Systems' IT solution
for forwarding, transportation,
customs, and logistics





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Common Business Applications
Effective information, assured business

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COMMON
BUSINESS
APPLICATIONS

Common Business Application

Effective information, assured business

BeOne's Common Business Applications enables relations with clients and potential clients to be coordinated in an organised way through CRM and Business Intelligence (BeOne Analytics) to be managed.

CRM stores the information and makes it available for obtaining spot offers as required. The planning and implementation of appropriate strategies regarding the client become the determining factors: CRM is a tool that enables the management to promote client loyalty, with the acquisition of new market slices, improve the interaction between the company's department, boost productivity and aid commercial activity.

Among the various functions of Nova Systems' solution, BeOne Analytics stands out as the module in the Suite that enables the user to manage Business Intelligence. BeOne Analytics is the data collection system that analyses the phenomena, causes of problems and performance obtained to assess the progress of the company, the branches and the traffic. The collected data are appropriately processed and used to give solid support – on the basis of the previous and current data – to the decisions of those who occupy management roles (in order to understand the trend in the corporate performance, generate provisional estimates and predict possible future scenarios and response strategies).

The information may be published in different levels of detail and hierarchy for any other corporate department: marketing, sales, financial, personnel or others.

Through BeOne Analytics, a series of dashboards are provided that enable the data on traffic and shipments to be analysed. These functions also available on smartphones and tablets.

CRM: Sales Force Automation	
Prospect and Acquired Customer Management	Management of a single data archive, with the possibility of differentiating prospect customers from those acquired, and with the ability to change of status from prospect to acquired
Contacts Management	Management of all the relevant people within Customer data, with integration to Voip tools
Data Quality on Master Data and Contacts	Capability to manage data quality both on customers and contacts data, with tools to highlight and avoid redundant data
Rates Income / Standard Management	Management of customer's special income rates, with the possibility of using standard articulated rates
Parametric Rates Changes	Automatic rate changes with different criteria selection of rates and rates lines to be changed
Spot Offers Management	Management of Spot Offers for specific shipments with the possibility of offers fully calculated or with variables based on shipment data
Procurement Tool	Smart features research of the cost rates for identifying the best purchase rates
Team & WorkGroup Management	Management criteria of sales activity, through the figures of master and controlled salesmen, and belonging to different Work Groups to manage activities and alerts
Sales Reports	Managing contacts with customers, with the function of sales reports and their follow-up
Commercial Activities	Qualification of customers through indicators fully managed by the user, for a focused comercial activity
Integration with Business Intelligence	Native integration in the product with ready to use dashboards or with tools for creating any report of Business Intelligence
Integration with Document Management System	Native integration with Documents Management System with the possibility to use the services for Electronic Fiscal Archives
Integration with Collaboration Platform	Management activites of mass marketing or targeted marketing commincations through tools managed with the Collaboration Platform
Integration with Activity Agenda IM and Chat	Generation of its own activities or delegate tasks to a person or to a WorkGroup, linked with any application objects

CRM: Buying Force Automation	
Suppliers administration	Administration of a central personal information database shared with clients, in order to achieve suppliers qualification and quality certification
Contacts administration	Administration of reference people included in a supplier database and Voip tools integration
Administration of price/standard rates	Administration of price rates by supplier with the option of using articulated standard rates for mass prices
Import and update of price/standard rates	Step by step guide to import suppliers rates by using spreadsheets
Automatic variation rates	Several criteria for rates selection and rates lines to modify make possible an automatic variation of rates
Interaction between sales and buying departments	Interaction between sales and buying functions to achieve ad hoc quotations from suppliers
Integrazione Nativa Business Intelligence	Native integration of available Dashboards or tools for the creation of any Business Intelligence report
Native integration of Business Intelligence	Native integration of files electronic storage. Substitute retention services are available
Activity agenda IM and chat integration	It is possible to generate your own activities or assign activities to someone or to a work group. The activities can be connected to any application object
BeOne Air Sync	
BeOne Air Sync	BeOne Air Sync is an add-on for the CRM (Customer Relationship Management) module of the BeOne Cloud Forwarding Suite; it permits the automatic insertion, up-dating, and synchronization of standard cost tariffs and the details of air companies. You will be acquiring the freight costs, additional charges, and the proficiency of each individual air company programmed for synchronization.
Communication Management	
Marketing campaign, mailing list, newsletter	Creation of marketing campaign, newsletter and others messages by standard or HTML e-mails, or SMS

Integrated data mining	Data mining tools for the creation of different mailing lists generated from personal and traffic data, offers and rates.
Administration of distribution lists	It's possible administrate public, private or shared distribution lists for every marketing activity
Unsubscribe central administration	Clients automatically administrate newsletter unsubscribe through a notification to the reference work group
Automatic messaging administration	Automatic emission and forwarding of messages from specific actions generated from inside the system
Files electronic storage integrated	E-mails contain dynamic links to system generated files
Collaboration platform integration	E-mails contain dynamic links to the application object related to the e-mail itself
Collaboration Platform	
Spot offers administration	Clients can request spot offers on line. Accesses and requests are memorized and work group receive a notification
Self-quote administration	Clients can elaborate a quotation from traffic data by using specific or standard rates. All self-quotes are memorized
Publication of preferential/standard quotes	Rates can be publicated with option for highlighting of rates updates
Pick-up orders administration	Clients can request the shipment pick-up on line. A notification will be sent to the work group
Administration of a preliminary file	Clients can order shipment pick up on line and insert the shipment dossier's principal data
Tracking and Tracing	Clients can track and trace their shipment on line
Result of shipment and delivery proof upload	Correspondents can insert the delivery data of their shipment on line and upload them on iPod
Electronic document publication	Clients and suppliers can consult electronic documents on line

Profit Share	Correspondents can fill the profit share part within their authority
Warehouse on somebody else's behalf	Depositors can consult warehouse state and stored products
Activity IM and chat integration	It is possible to generate your own activities or assign activities to someone or to a work group. The activities can be connected to any application object.
KPI publication with Business Intelligence	It's possible to post ad hoc dashboards that summarize traffic data and performance indicators
Business Intelligence	
Native integration	It's possible to launch a BI session directly from an application object restricting data search by client, country, market, service, etc. Centralized configuration of the reports all users can recall.
Independent creation of reports on demand	The final user can create ad hoc reports
Report sharing	Users can share ad hoc reports
iOS tablets and Android	Creation of ad hoc reports for tablet
Integration of External data	Reports can be integrated with imported data (wages, etc.)
Data daily refresh	Database updates every night
Collaboration platform integration	It's possible to post ad hoc dashboards that summarize traffic data and performance indicators
Activity, Agenda, IM and Chat	
Administrare your own activities	You can create activities for any application object (f.e. client, rate, offer, shipment, pickup, etc.). It's possible to note facts on the time line and manage activities progress.
Gestione Attività Pervenute	Attività o parti di attività create da altri utenti legate a qualsiasi oggetto applicativo. Possibilità di gestire lo stato di avanzamento e la chiusura dell'attività stessa

External activities managing	It's possible to follow the progress and the closing of an activity created by other users and related to any application object
Reminders and planning	It's possible to plan activities beginning and administrate their reminders
Centralized alert for activities	Client's own activities, external activities and activities created by the collaboration platform or by system events converge in one notification centre which starts Instant message sessions related to any application object
Agenda administration	It's possible to generate an activity in the personal agenda
Integrazione con il Collaboration Paltform	A person or a work group can receive an activity automatically created after actions started in collaboration platform (quotation order, self-quotation, etc.)