



PROVYS Sales



PROVYS® Sales product

The **PROVYS Sales** product is a complete software solution covering all crucial processes of air-time sales departments operating in a multi-channel and multi-currency environment. Implementation supporting independent air-time sales houses is also supported through multiple commercial units configuration having independent configuration, accounting and reporting rules.

PROVYS Sales product is fully integrated with the **PROVYS TVOffice** solution for channel management through tight interfaces and information exchange.

The **PROVYS Sales** software solution provides functions for the following activities of a sales department:

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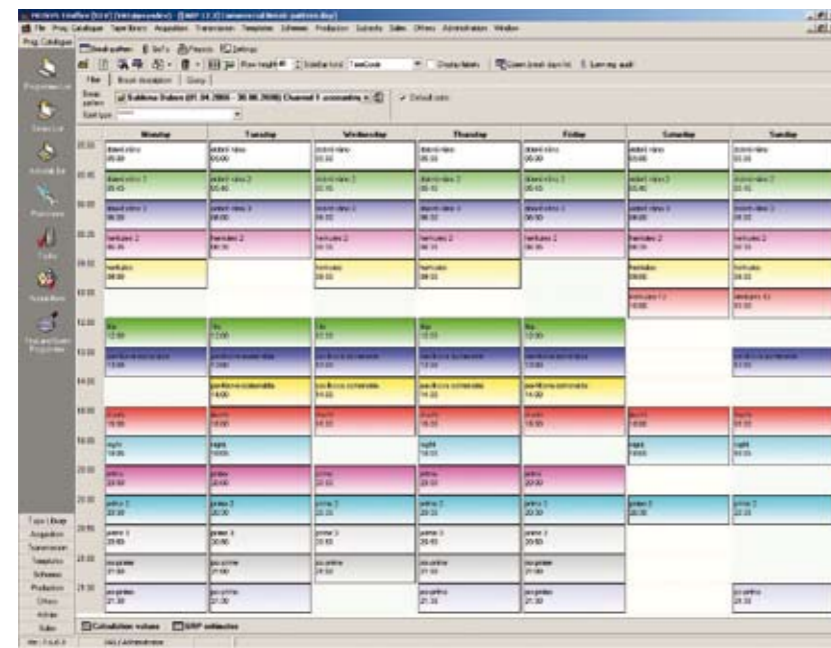
- commercial conditions arrangements and long-term agency and client agreements including price-lists, discounts, bonuses, general as well as agency and client specific price-lists
- customer relationship management and communication tracking
- order management divided into running, finished and commercial spot production orders with various spot placement and pricing criteria including price-list, block-price and GRP cost-per-point pricing
- break-pattern and commercial block editing including legal limits and audience research forecasting
- product spot placement supported by either individual spot operations or bulk spot placement based on various criteria for both order booking and revenue optimisation with immediate price calculation and GRP performance forecasting
- commercial traffic including spot version management, spot material storage (both tape and digital materials are supported), spot version distribution through order placements
- commercial block content finalization covering spot ordering, tandem spot placements, category exclusivity conflicts indication and mitigation, and transmission play-list upload functions
- post-transmission log download and analysis with immediate recalculation of order performance using actual audience research data
- deal and invoicing management including automatic creation and distribution of deal documents, contract approval workflow, invoice creation and cash-flow tracking
- statistics and management reporting including various summarisation reports, graphs and data exports for further analysis in MS Excel and other analysis tools.

Break-pattern and pricing rules

Customer relationship management

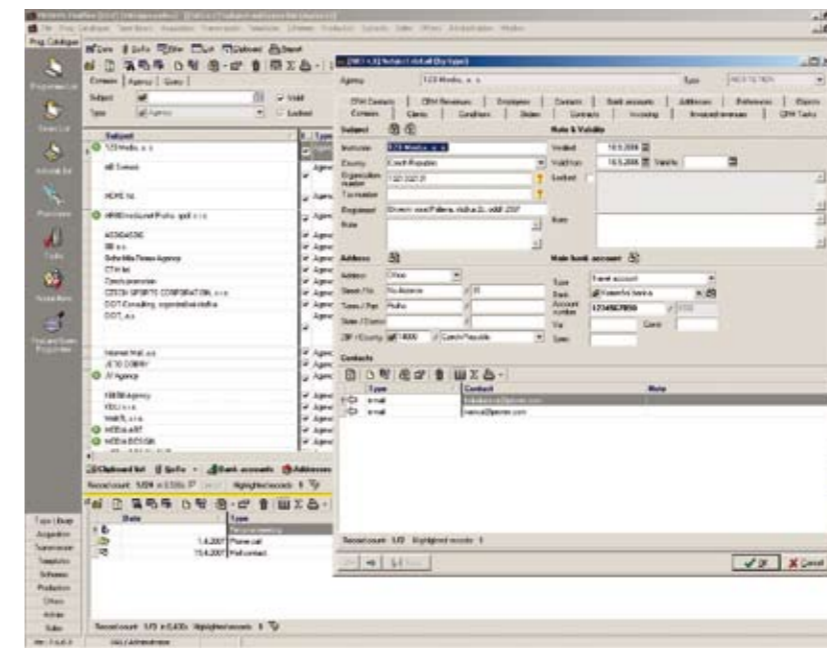
Orders management supporting direct and indirect (through media-buyers) commercial time ordering based on both price-list and GRP pricing options (or combined if required). Commercial campaigns specification (products, categories, conditions).

- multi-channel break-pattern editing
- pricing rules definitions
- multi-channel, product, duration and placement based price-lists
- GRP based pricing rules
- break-related individual pricing
- product categories
- discount options for placements, products, blocks
- individual events block templates



Agency and client identification and communication tracking, complete agency and client revenue reporting, order, contract and invoicing tracking

- agency and client identification with Internet verification support (through public commercial registers)
- task based relationship management support
- activity tracking support and document storage
- e-mail client integration (direct e-mail client invocation)
- complete information on commercial activities (orders, contracts, invoices)
- commercial revenues statistics
- long-term conditions for agencies and clients
- agency representation for clients with individual conditions
- agency bonus tracking
- client rebate tracking

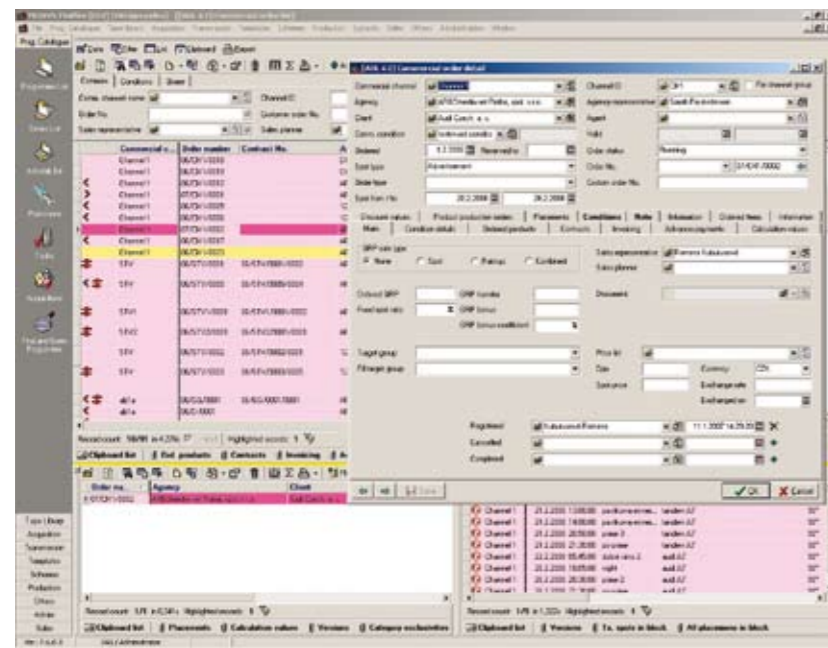


Proposals and campaign management

Inventory

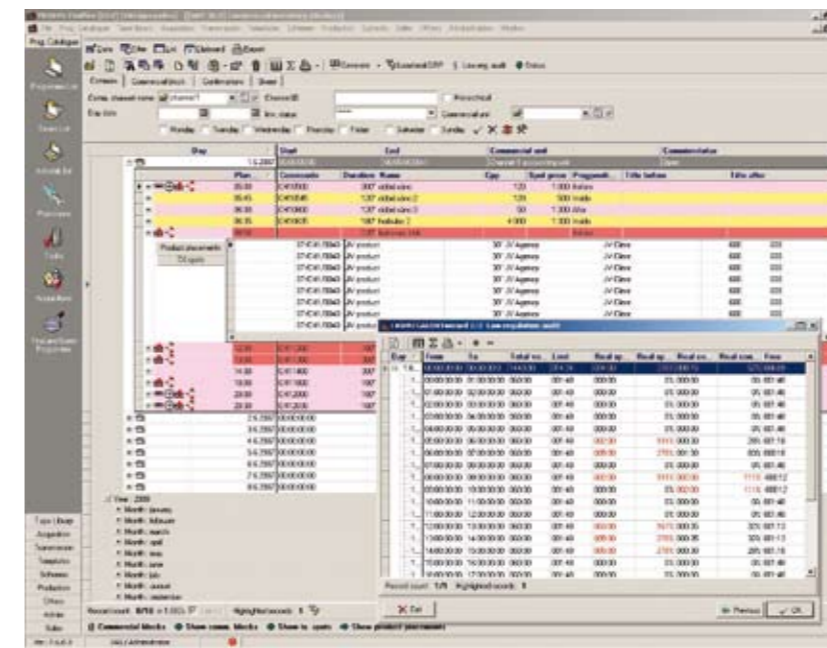
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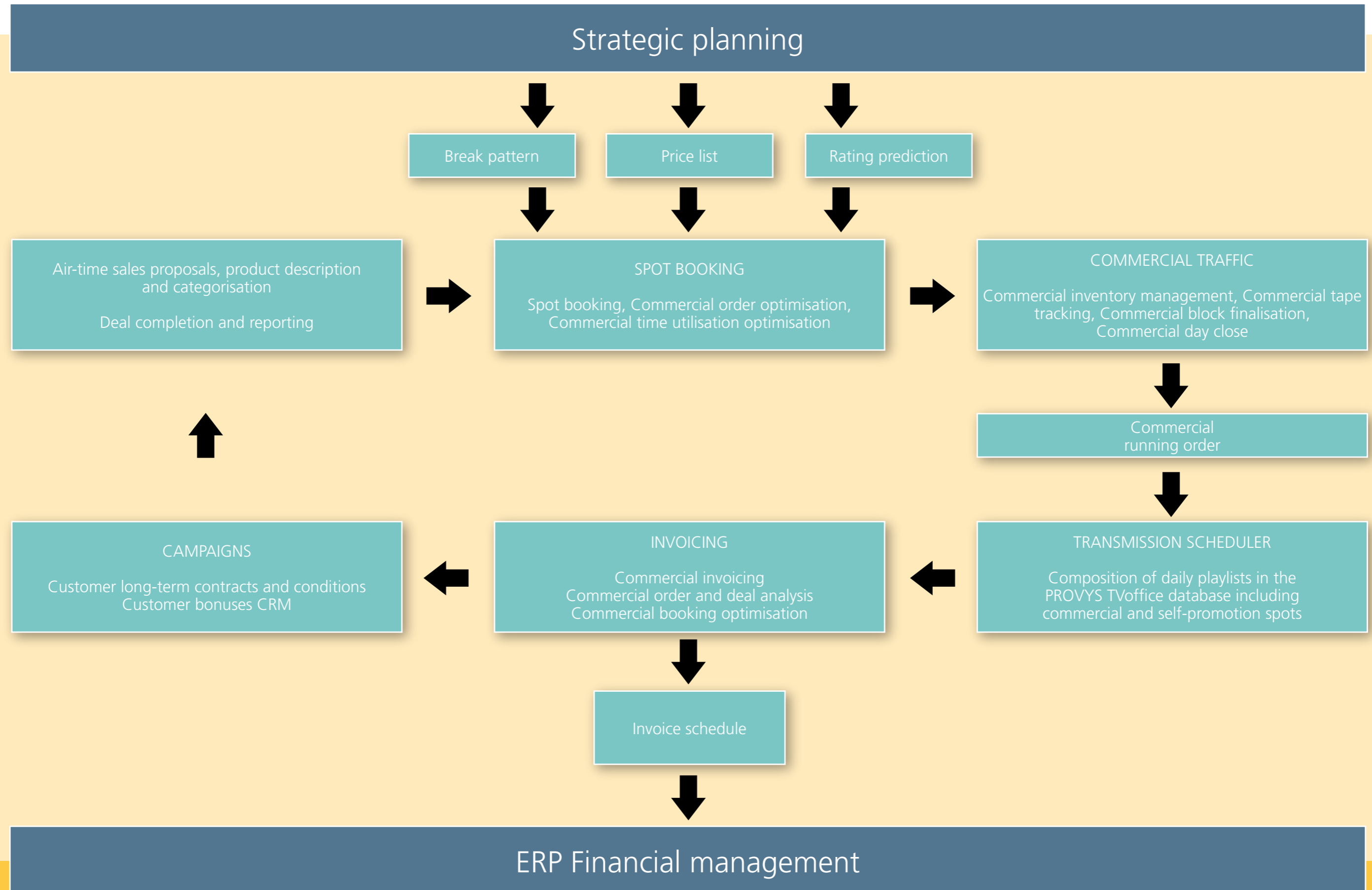
- commercial time orders for both media buyers and end-customers
- multiple-product orders
- campaign parameters specification (placement conditions, product version rotation, categories)
- immediate commercial order fulfilment recalculation according to product placements and actual GRP data



Commercial inventory editing and management functions supporting all inventory operations from initialization (from break-pattern or channel management software), inventory editing, integration with channel management, inventory finalization, transmission upload and post-transmission download

- multi-channel commercial inventory structure
- inventory initialization support including break-pattern deriving and transmission plan commercial block download
- inventory blocks deriving from individual event block pattern
- commercial block-based pricing and discount support
- inventory and commercial block status tracking
- commercial block content management
- transmission block deriving and transmission content editing
- law regulation conditions checking and reporting





PROVYS® Commercial product placement

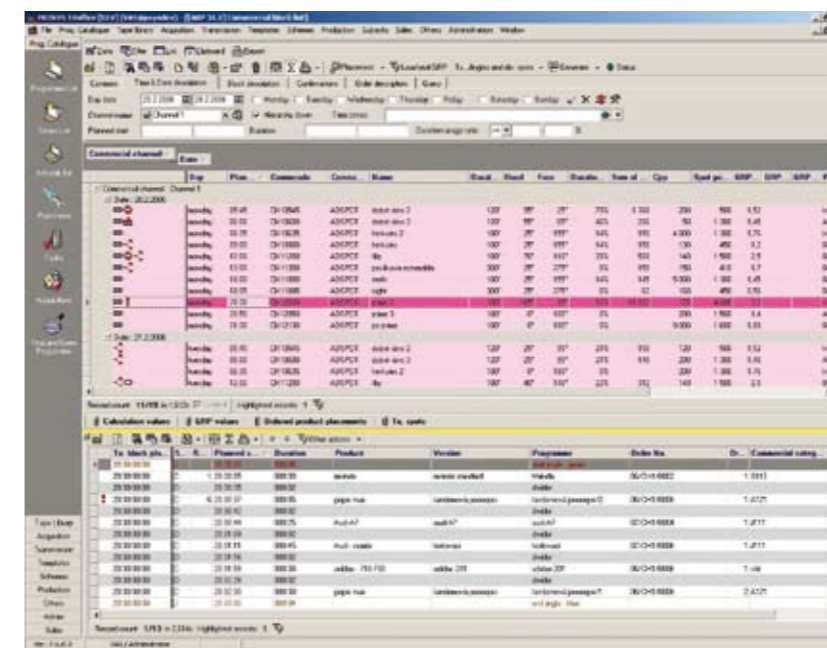
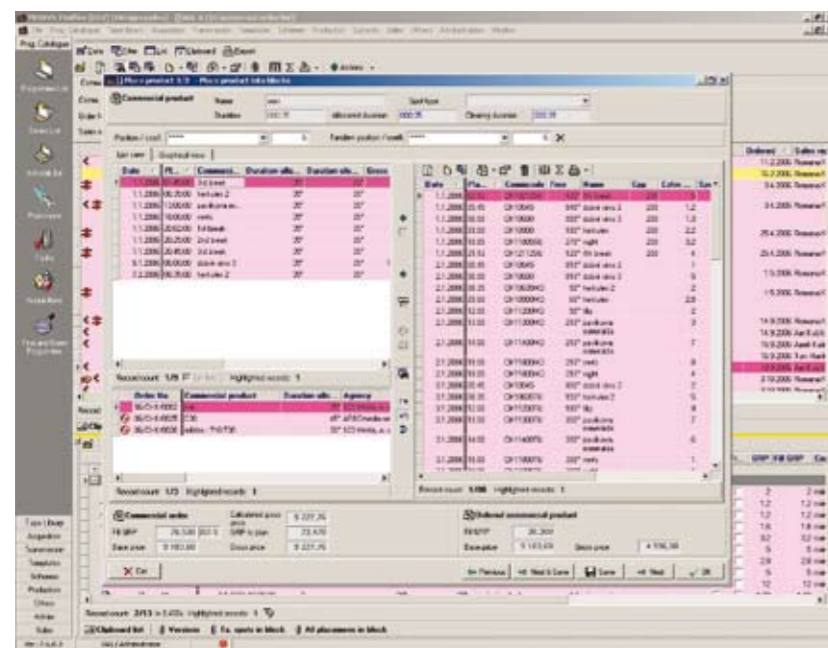
PROVYS® Commercial traffic

Individual as well as bulk (rule based) commercial product placement for both individual orders and products and commercial block filling base on inventory content

Commercial product version library management and storage editing functions (including both tape and digital materials), product version placement support (including automatic version distribution) and transmission finalization

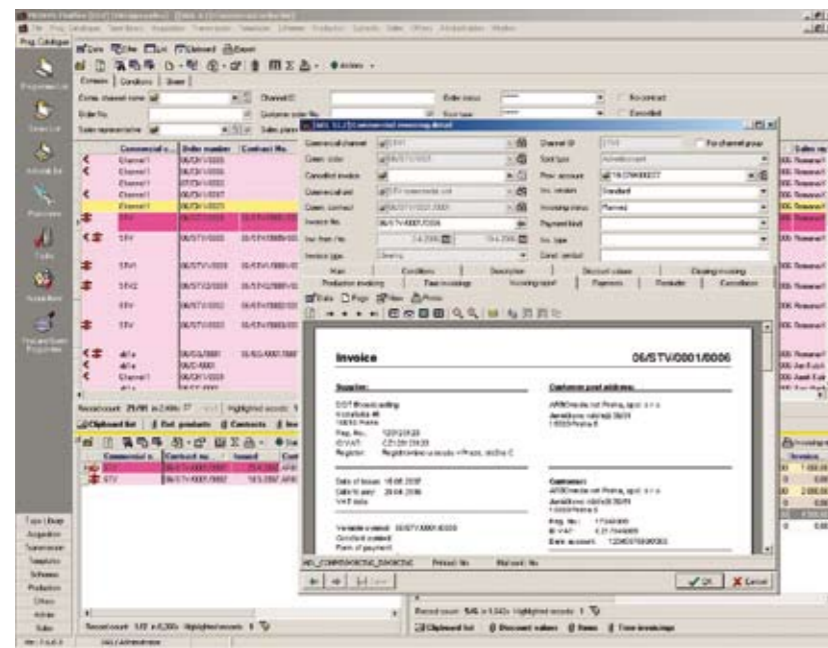
- commercial order placement wizard
- immediate commercial indicators calculation
- immediate conditions evaluation and graphical indication
- rules based bulk product placement
- fixed and floating product placements
- product placement cancelling support
- product placement position enforcement and position induced pricing coefficients
- product category checking and exclusivity enforcement
- graphical product placement support
- commercial inventory filling support

- product version library management
- tape and digital product version material storage description
- tandem versions
- manual as well as automatic tandem version placement (distribution with required rotation ratio)
- transmission block content finalization support (spot ordering, spot positions, tandem spot placement)
- automatic problem indication support
- commercial block jingles
- commercial block dividing spots



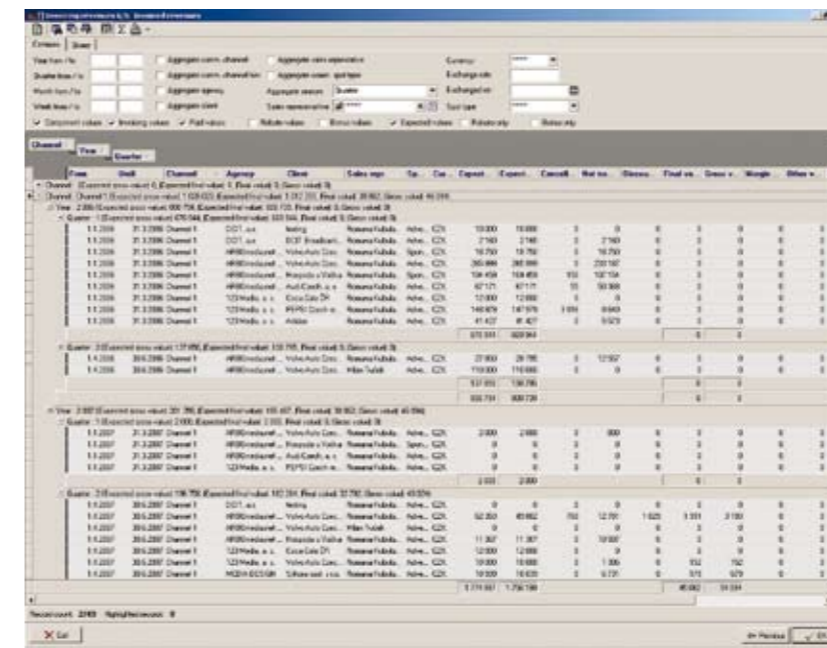
Commercial contract document deriving, printing and distribution, automatic commercial contract status tracking and contract cancellation, commercial invoicing support

- commercial contract document deriving and storage
- commercial contract printing and e-mail distribution
- automatic commercial contract status tracking and changes (automatic cancellation)
- commercial invoicing – advance invoices, tax documents, running invoices, final invoices
- cash-flow tracking support
- automatic client rebate calculation support
- agency bonus calculation support



Revenue statistics support on all levels (agency, client, general), data aggregation and individual filtering support, MS Excel download and printing support

- commercial revenue statistics gathering and reporting
- expected revenues (order based)
- realized revenues (invoicing based)
- cash-flow (payments before and after due date)
- client rebate and agency bonus tracking
- multilevel aggregation support (calendar levels, agencies, clients, sales representatives, channels)
- data filtering support (calendar periods, agencies, clients, channels, sales representatives, ...)



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