

divalto

**NEVER LOSE
*THE THREAD***

divalto weavy sales

**THE ALL-TERRAIN CRM
FOR FIELD SALES TEAMS**

**A STRONGER THREAD,
DAY AFTER DAY**

ICONIC!

WWW.DIVALTO.COM



DIVALTO WEAVY

**B2B WHOLESALE, MANUFACTURING,
SERVICES AND MORE. DIVALTO WEAVY
SALES ADAPTS TO YOUR INDUSTRY,
TO YOUR DISTRIBUTION MODEL AND
TO YOUR SALES METHODS.**



Sales reps: customer information and orders captured on the spot, even offline.



Managers and sales leadership:
a real-time view of revenue and customers,
so you can act on variances straight away.



Sales administration and customer
service: orders fed automatically into
the ERP, for fast and reliable processing.



Marketing and back office: a single
CRM-ERP master database, with data
that is always up to date.

A STRONGER THREAD, DAY AFTER DAY

In an environment where expectations move fast and every interaction counts, the **Divalto weavy sales** CRM weaves a lasting thread between your teams, your data and your customers. A shared 360° view, synchronised processes and information flowing freely at every stage of the sales journey.

From first contact to long-term loyalty, you never lose the thread. You gain in responsiveness, in consistency and in closeness to your customers. And it is this carefully woven continuity that makes your customer experience profoundly **"iconic"**.

A CRM

THAT ANSWERS THE CHALLENGES OF THE FIELD!

Do you have a field sales force and want to accelerate sales while making life simpler for your teams? Are you looking to make your data reliable and steer your business in real time, with the help of AI?

Divalto weavy sales answers those challenges.

BOOST YOUR RESPONSIVENESS IN THE FIELD

Everything needed to sell is available in the mobile app: catalogues, buying habits, stock and pricing. Quotations and orders are entered and sent to the customer in just a few taps. AI makes information easier to reach, highlights the key data and helps your teams act faster.

ZERO RE-KEYING, MORE PRODUCTIVE TIME

Orders and reports are entered directly on the mobile device: no more re-keying paper reports, a source of errors and delays. The whole customer chain benefits, on both the sales and the administrative side.

ANTICIPATE AND STEER YOUR RESULTS

Track your sales force's revenue in **near real time** and adjust your strategy accordingly. Dashboards, statistics and AI-enriched analysis become genuine decision-making tools.

GAIN AUTONOMY, EVEN OFFLINE

Outstanding balances, account history, latest orders. Everything stays available in the app, even with no network coverage. **Out in the field**, your reps are never on their own.

Divalto weavy sales simplifies day-to-day work with reliable data, accessible everywhere. Intuitive, hyper-connected and configurable, it accelerates sales performance.



THE CRM

THE AI-POWERED CRM FOR YOUR ENTIRE COMPANY



A 360° VIEW OF EVERY ACCOUNT

A call to head office, a visit, a dispute, an order: a customer's entire history brought together in one place, two taps away.

ORGANISE YOUR SELLING TIME

A sales rep's day is a constant trade-off: which accounts to see, when and in what order. **Divalto weavy sales** gives that selling time a structure, from dividing up territories through to the follow-up that never gets forgotten.

- **Territories and portfolios:** management divides up territories and allocates accounts; each rep manages their own.
- **Connected diary:** synchronised with your email system, with an objective set for every appointment.
- **Call cycles:** visit rounds built around account potential and the date of the last visit, with journeys optimised on a map.
- **Follow-ups that never slip:** the "customer due for a visit" function works out the next due date, alerts the rep and turns the reminder into a confirmed appointment in one click.

KNOW EVERYTHING ABOUT YOUR CUSTOMERS, PROSPECTS AND YOUR SERVICE LEVELS

Before walking through a customer's door, a rep needs the full picture: who they are meeting, what that customer owes, what has already been sold to them. All of it is brought together on a single record, up to date and accessible even during the meeting.

- **Complete account record:** identification, financial data, contacts and a 360° view.
- **Outstanding balances under control in the field:** payments (in full, partial or line by line) or payment promises recorded on the spot, with the ERP updated at head office.
- **The complete sales history:** quotations, orders, invoices, credit notes, deliveries and back orders, all from the same record.
- **Dictated visit report:** pre-filled from objectives and orders. On the move, the rep dictates it, the AI drafts the summary, and the rep reviews and approves it.

MOBILITY

ORDER TAKING AND MAPPING

ORDER TAKING, DESIGNED FOR THE FIELD

This is the moment that counts: the customer is right in front of you, and the order has to be entered quickly and accurately, with no pricing errors and no break in the conversation. The mobile app makes it so straightforward that it wins over even the most reluctant users.

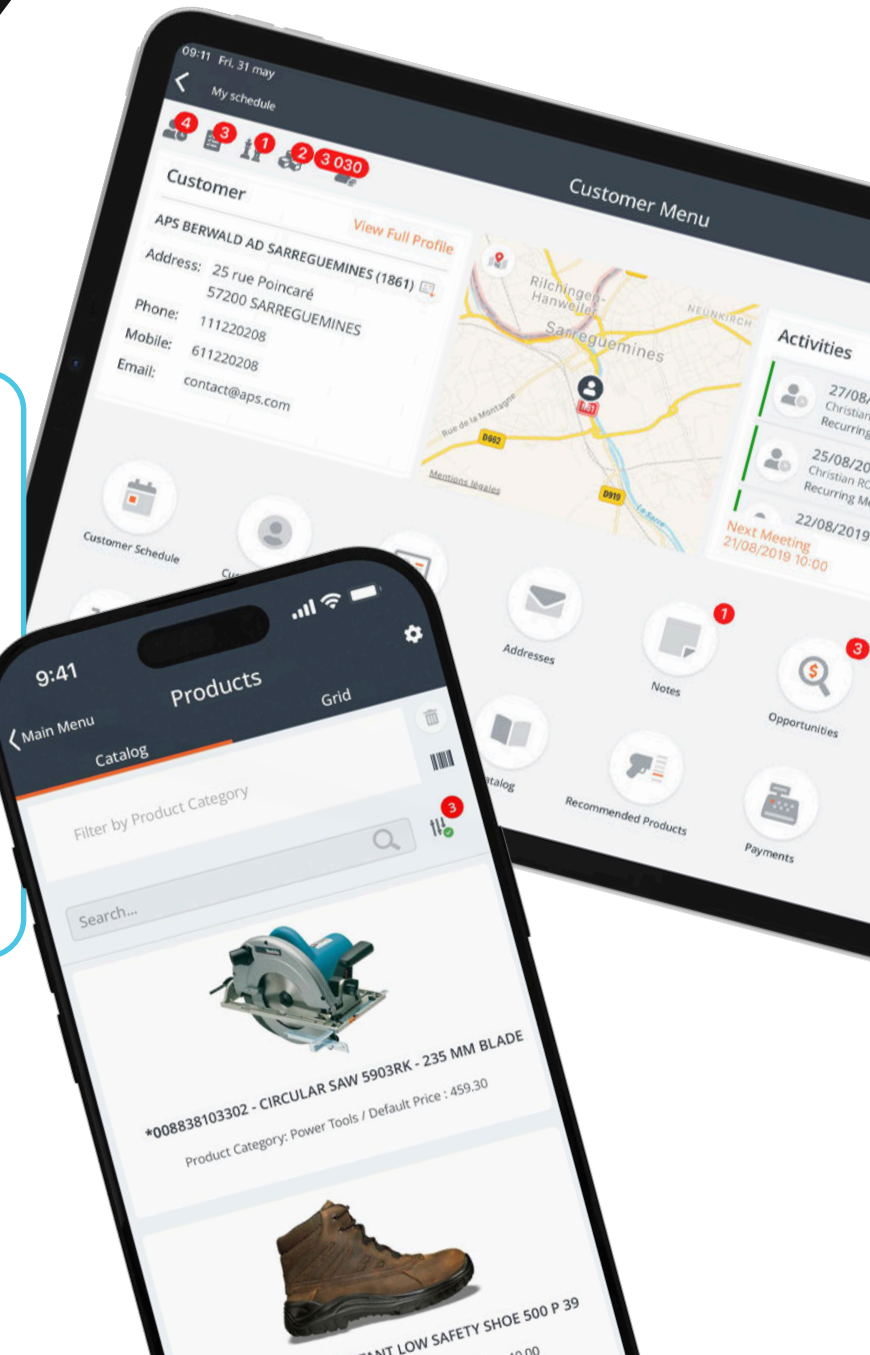
- **Visual catalogue:** product families, thumbnails, photos and videos, with purchase history and recent orders in plain view.
- **Secure order entry:** pricing rules specific to each customer; selection from the catalogue or from history; handwritten or online signature; built-in checks that reduce errors and rework.
- **More revenue from every visit:** promotions, up-selling and cross-selling surfaced at the right moment.
- **Van stock and logistics:** goods in, goods out, stock counts, deliveries and collections, including by serial and batch number.

MAPPING AND GEO-OPTIMISATION

A day's round is played out as much on the map as in the diary. And when an appointment falls through, the challenge is not to lose the day: the app lets you reschedule slots efficiently in real time.

- **Optimised rounds:** GPS coordinates on every visit and geo-optimisation of sales rounds.
- **Calculated travel time:** between two appointments, displayed on team schedules.
- **Pivot customer:** an appointment cancelled? The app immediately identifies nearby customers and prospects that have not been visited recently.

A day's round never empties out, it regenerates.



ARTIFICIAL INTELLIGENCE AT THE HEART OF FIELD PERFORMANCE

Divalto weavy sales includes an AI assistant designed to save time without ever replacing people: **the AI suggests, the user reads, corrects and validates.** In natural language, reps can query their data, find key information without complex navigation and have the essentials drafted for them: reports, emails accompanying quotations, product descriptions and

opportunity summaries. Text generation adapts to the business context and to the data on screen, and no-code configurable business prompts (*summarise an opportunity, spot missing data on a record, flag the sticking points in a deal*) align closely with how your teams actually work.

Opened up by the MCP protocol, the platform is designed to orchestrate agents capable of triggering actions, and lets you choose the AI engine best suited to your requirements in terms of speed, quality of writing or confidentiality.

DISCOVER
DIVALTO AI
IN ACTION



AI

IN THE SERVICE OF FIELD PERFORMANCE

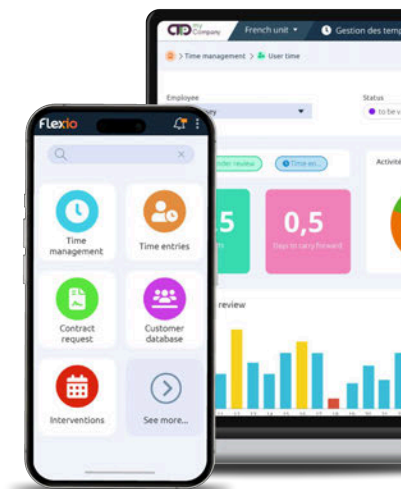
CUSTOMISABLE DASHBOARDS & BUILT-IN DATA VISUALISATION

- Get a clear, real-time view of your business thanks to a built-in no-code data visualisation tool.
- Create your own dashboards and charts, track your key KPIs and steer your business at a glance.

FLEXIO THE NO-CODE AI PLATFORM TO TAKE THE DIGITALISATION OF YOUR BUSINESS PROCESSES EVEN FURTHER

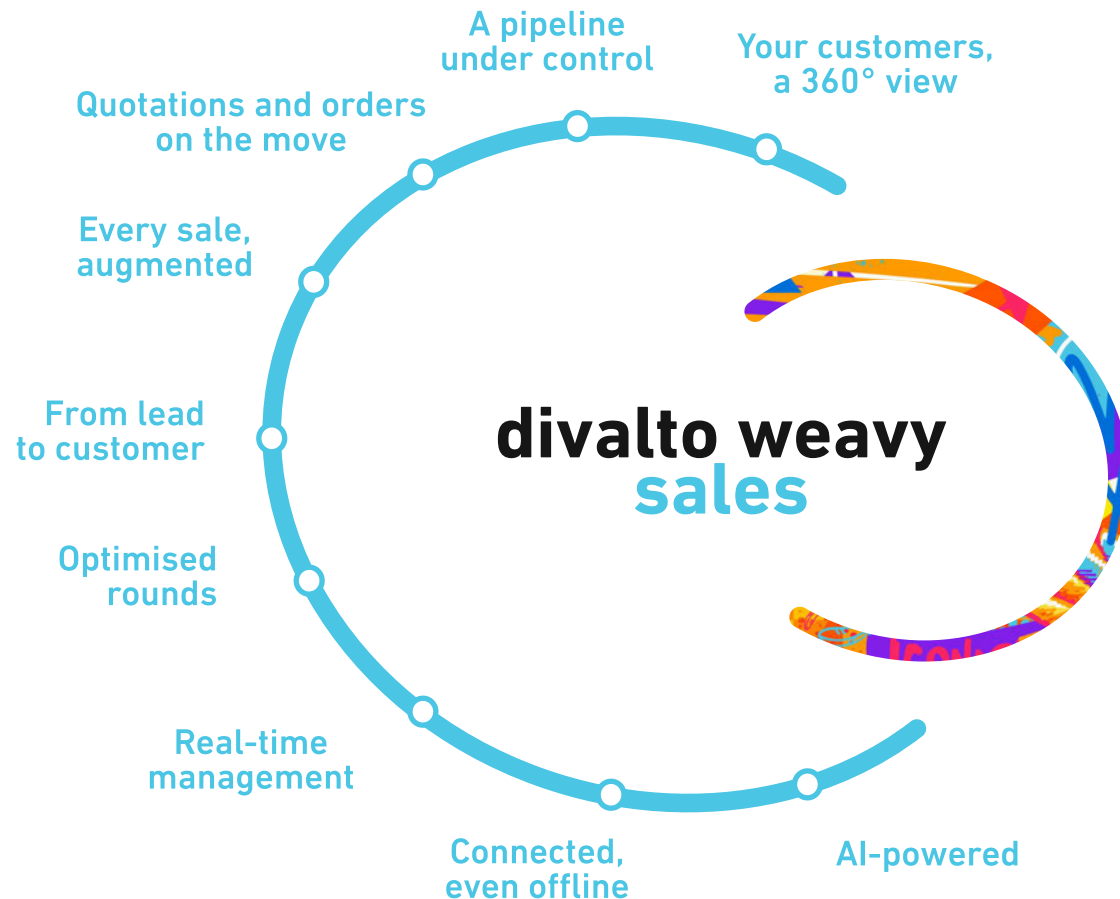
With Flexio, the **no-code AI application-building platform enriched with a store of ready-made business application templates**, creating applications becomes simple, fast and cost-effective.

Flexio allows operational teams (maintenance, quality, production, HSE, etc.) **to extend the ERP by designing their own business applications and then developing them independently.**



COMPLETE

FUNCTIONAL SCOPE AND AI TO MANAGE YOUR BUSINESS PROCESSES



Divalto weavy sales
is a collaborative solution built
around artificial intelligence
and designed to adapt to your
organisation.

CRM SALES

THE FEATURES

CUSTOMER RELATIONSHIP

- Account and contact records, a 360° view of the relationship
- Lead and opportunity management
- Account status, outstanding balances and payments received
- History of sales documents and back orders

TRACKING & MANAGEMENT

- Clear dashboards and KPIs, with customisable widgets
- Sales statistics by rep, customer and product (actual or ordered)
- Activity summary (quotations, orders, revenue, visits, opportunities)
- Targets compared and broken down by month; Power BI / My Report
- Sales territory management

PIPELINE & OPPORTUNITY MANAGEMENT

- Tracking of interactions and progress through the sales cycle
- Customisable pipeline, targets and forecast landing
- AI-assisted lead qualification, prioritisation and enrichment
- Lead assignment (automated rules) and duplicate management

MAPPING & GEOPTIMISATION

- Geolocation of activity and map-based round tracking
- Pivot customer, travel time calculation and geoptimisation of appointments

MOBILE ORDER TAKING

- Visual catalogue, orders/quotations, van sales and returns
- Pricing rules by customer, reorder templates and order models
- Van stock, deliveries/collections, serial and batch numbers
- Works both online and offline

AI ASSISTANT

- Conversational assistant in natural language
- Text generation and rewriting, automatic summaries
- No-code business prompts and configurable skills
- Agents and actions via the MCP protocol

MARKETING, CUSTOMER PORTAL AND INTEROPERABILITY

SEGMENTATION AND TARGETING

Build segments by querying any CRM field (records, addresses, sales, events), then reuse them for action plans and campaigns.

EMAIL AND SMS CAMPAIGNS

Push your target lists to your own tools, with web service connectors for the leading vendors.

MARKETING AUTOMATION

Interfaces with the main market tools: send accounts and contacts, retrieve updated contacts, behavioural activity and leads.

INBOUND ENQUIRY AND LEAD MANAGEMENT

All external interactions centralised, leads logged and converted into opportunities, with AI-assisted prioritisation.

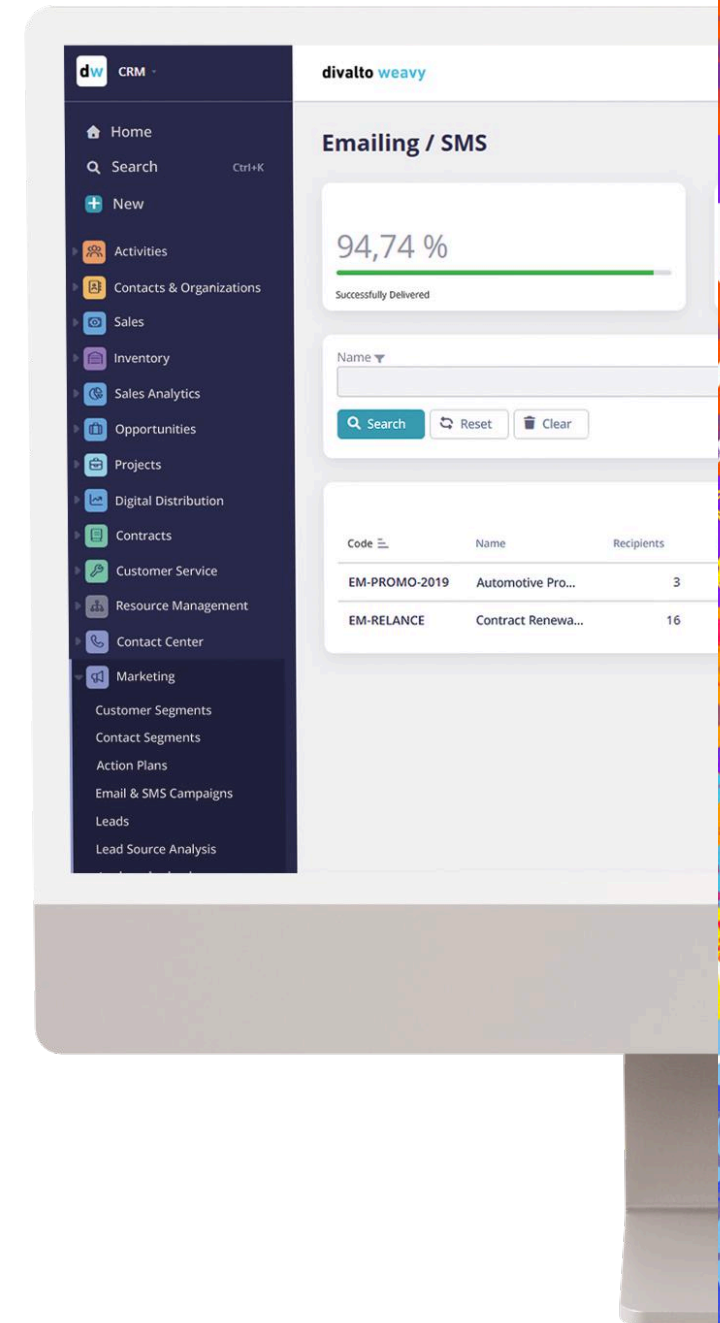
GDPR HANDLING

Consent tracking (opt-in, opt-out, purge) and handling of individual requests.

CUSTOMER PORTAL (EXTRANET) MOBILITY AND INTEROPERABILITY

- Self-service access to information, invoices, contracts, the catalogue and news.
- Creating and tracking requests through a form.
- Customers placing orders themselves, directly from the catalogue.

- **Multi-platform:** web, iOS, Android, smartphone and tablet.
- **Native offline mode**, so you never depend on network coverage.
- **Open and interoperable:** ERP, marketing, data and more, through APIs and web services.



THE MOST FLEXIBLE CRM SALES ON THE MARKET

OPEN AND CONNECTED TO YOUR INFORMATION SYSTEM

Divalto weavy sales is never an island. Designed to be open and interoperable, it integrates naturally with your existing tools (ERP, marketing, data and more) through APIs and web services. The connection to the ERP is central to the whole approach: orders and quotations entered in the field are fed back automatically, with no re-keying, while key information (pricing, stock, outstanding balances) flows back down to mobile devices.

This continuity between the field and head office is what makes data reliable and shortens processing times.

AN OPEN APPLICATION ECOSYSTEM

More than 50 third-party applications can be interfaced (email marketing, telephony, marketing automation, data enrichment, BI, geolocation, IoT, digitisation, collaboration and more) to extend the power of Divalto weavy sales.

ONE FAMILY, TWO MOBILITY SOLUTIONS

Divalto weavy sales (CRM) has a twin: Divalto weavy services (FSM), dedicated to field service management. Same platform, same application, same "designed in the field" thinking.

The result: if your sales reps also wear a technical hat (on-site quotations, equipment tracking, booking service appointments), they find everything in a single tool.

And for companies running both a sales force and a team of technicians, **both populations work from the same master data, with no break between sales and service.**

TO GO FURTHER ON **FIELD SERVICE MANAGEMENT:**
Divalto weavy services



DIVALTO

A LEADING FRENCH SOFTWARE VENDOR

|| Divalto is a strong and inspiring French company, built on a rich history and a dynamic, loyal ecosystem. It draws on the strength of its network and its people, their skills, enthusiasm and creativity, to keep advancing its solutions and deliver the best possible experience to its users every day.

||

Jérôme VIREY — President



DIVALTO

€34 M

REVENUE (2025)

1 250+

**ECOSYSTEM EXPERTS
ACROSS FRANCE**

280

EMPLOYEES

85 000

**USERS OF OUR
SOLUTIONS**

Divalto is a leading French ERP and CRM software vendor specialising in business solutions for SMEs and mid-sized companies. For over 40 years, we have supported wholesale distributors, industrial companies, and field service organisations with agile, reliable, and scalable solutions.

We place performance, efficiency, and trust at the core of our commitment, helping our customers grow sustainably.





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