

SOLUTION OVERVIEW

sales-i: Get Sales Insights From Your ERP System



2.7%

INCREASE IN AVERAGE
INVOICE LINE OVER THE
LAST 3 MONTHS



31.3%

INCREASE IN NEW
BUSINESS PIPELINE



12%

GROWTH OVER THE YEAR

With sales-i, your sales team knows what customers have purchased, what they should offer next, and when they need to get in touch.

The result? Manufacturers, wholesalers, and distributors can sell smarter and grow revenue based on the data they already have.

How it works: sales-i seamlessly integrates with your ERP system, analyzes its data, and delivers **real-time sales insights**. Sales teams stay focused, informed, and productive—whether in the office or on the go.

- **Discover upsell and cross-sell opportunities**
- **React quickly to accounts likely to churn**
- **Access critical insights from anywhere**

Spot Missed Sales and Grow Revenue

Staying ahead in manufacturing, wholesale and distribution means **never missing a sales opportunity**. But if your sales team is managing a lot of products and customers, it can be hard for them to know their next best move. With sales-i, they can:

- **Get proactive alerts** for missed sales and at-risk accounts
- **Automatically rank high-value opportunities** based on impact
- **Prioritize opportunities** based on past customer purchases

ERP Integration for Sales Insights

With **integrations to over 220 ERP systems**, sales-i automatically analyzes transactional and product data to uncover new sales opportunities. With product and customer data all in one place, sales teams can:

- **Search customer data** to spot trends and detect purchasing gaps
- **Engage the right contacts at the right time**, based on buying behavior
- **Compare how purchases have changed** based on any timeframe.

Work Smarter in the Field and Offline

sales-i helps sales teams stay productive, even when they're offline or on the road. With **key customer details always available**, reps can prep, follow up, and stay organized wherever they work. They can:

- **Access key customer info**, even without internet access
- **Create instant snapshots** for meeting prep and quick reviews
- **Easily keep track** of customer interactions and notes.

Sales Tools That Keep Reps Organized

sales-i makes it **easy to find the right information** without digging through reports or logging into your ERP. Reps can move fast, stay focused, and spend more time selling.

- **Quick filters** to sort and search without losing your place
- **Smart reminders** to stay on top of tasks and follow-ups
- **Route planning** to prioritize visits and save time



A SugarCRM Company

See how sales-i helps you sell smarter

GET A DEMO