



CRM



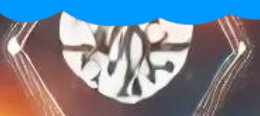
PHARMACEUTICAL

OMNICHANNEL  
PHARMACY

HEART HEALTH



HEART HEALTH



HEART HEALTH



LAB TESTS



OMNICHANNEL



LAB TESTS



LAB TESTS



LAB TESTS



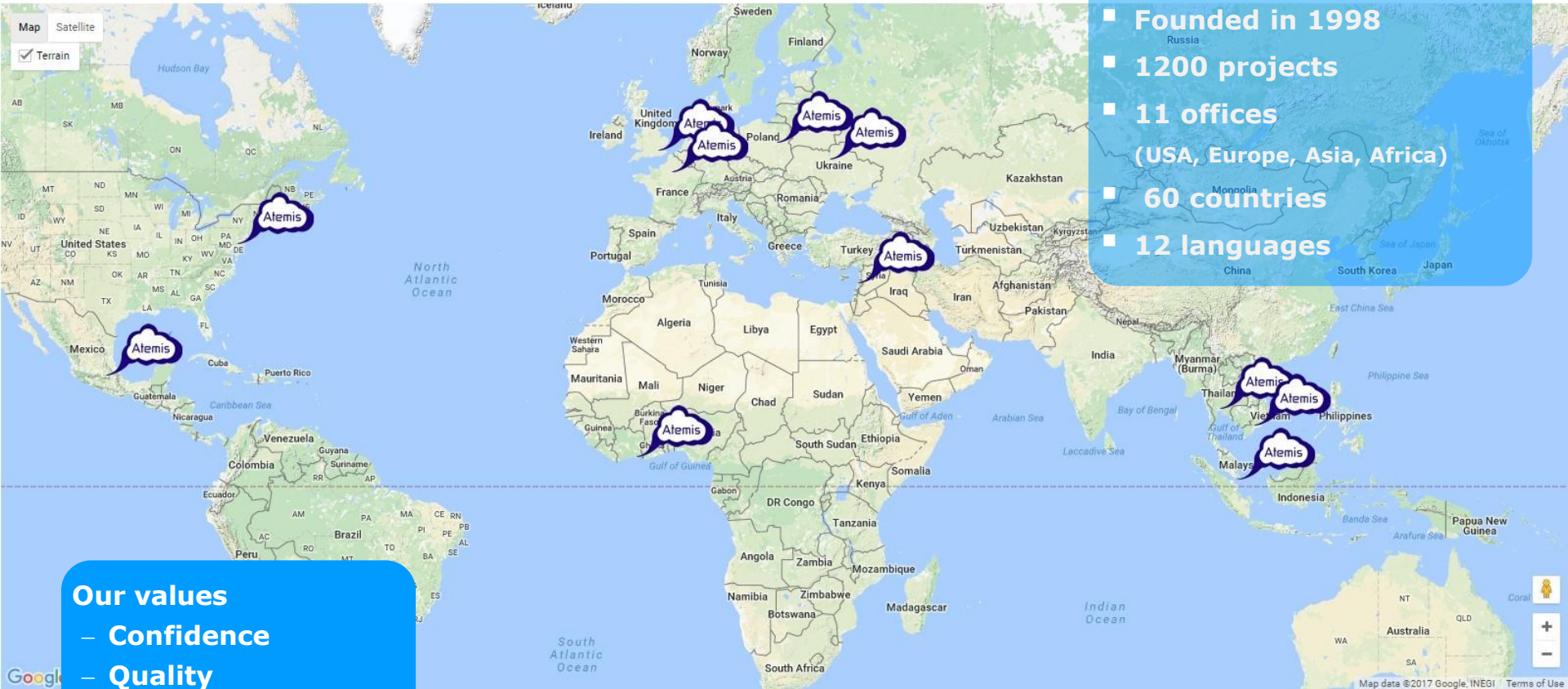
# PHARMACEUTICAL SUITE

Business solution SaaS for the Pharmaceutical Industry

1/4/2024

# The company

International offices. Sales and Dev.



- **Founded in 1998**
- **1200 projects**
- **11 offices**  
(USA, Europe, Asia, Africa)
- **60 countries**
- **12 languages**

- Our values**
- Confidence
  - Quality
  - Responsibility

At 06/2017: Ukraine: 6, Vietnam: 10, Thailand: 1, Africa: 4, Mexico: 1, Poland: 1, France: 2, USA: 1, Singapore 1, Beirut:1 + 24 freelancers. 7 legal entities. 5 sales offices. Technical teams in Vietnam and West Ukraine.

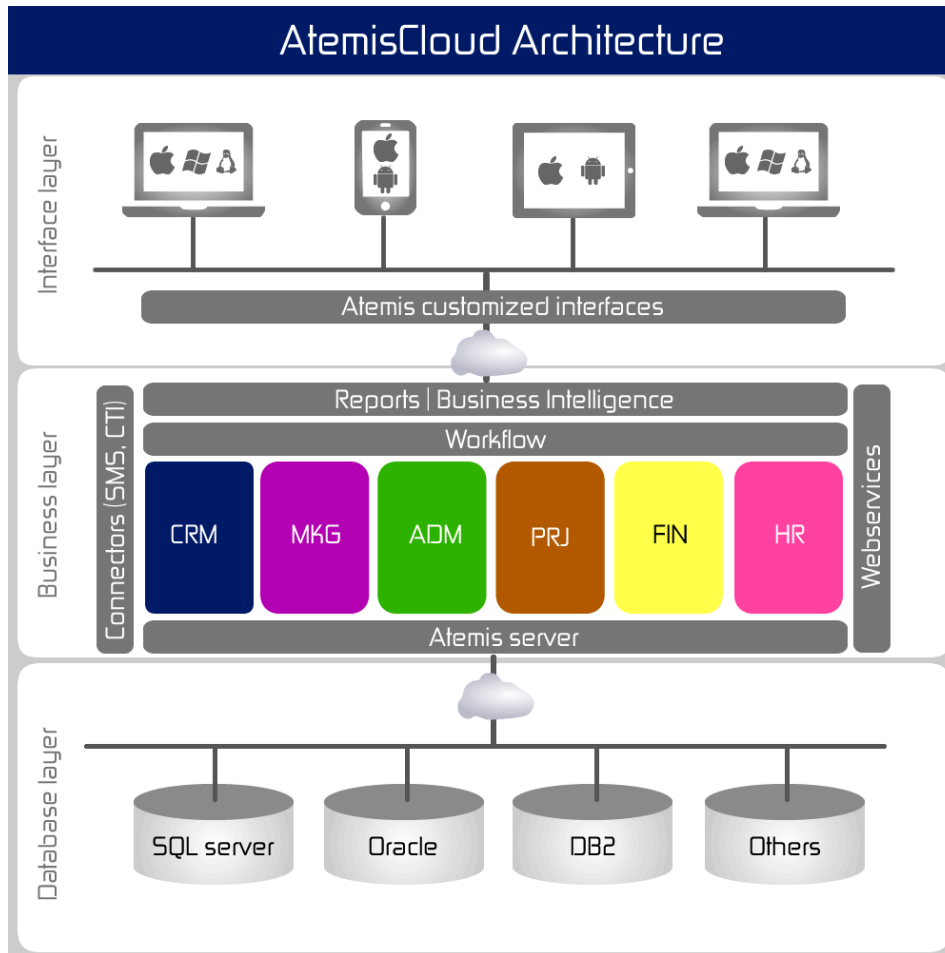
# References



..and over 1100 other companies.

# AtemisCloud

A proven robust architecture



- ✓ developed over 20 years
- ✓ 1 million lines of code
- ✓ 200.000 hrs = 100 yrs/man
- ✓ 450+ features
- ✓ 260+ engineers

Business Intelligence + Customized reports + Geoanalysis + AI



Customer self-service	Social networks integration			Financial control	
Call center scripting and questionnaires	Target segments			Partners extranet	
Call campaigns	Plans and forecasts			Debts collection	
Scoring	Facebook campaigns	Quality management		General ledger	Training
Territories	Products and services	Dashboard and KPI	Alerts	Payments and reminders	Appraisal
Salesforce mobile	Shop on line	Documents	Contractors extranet	Cash	Vacations
Calendar	Press relations	BPO and workflows	Schedule and finance	Expenses	Payroll
Orders and invoices	Promotion campaigns	Procedures	Gantt	Fix assets	Working hours
Quotations, offers and contracts	Events	e-learning	Tasks	e-procurement	Employees
Opportunities	Website and CMS	eMails and synchronization	Resources	Business Plan	Candidates
B2B, B2C management (XRM)	Emailing and tracking	Customized reports	Projects and schedules	Orders and invoices	Job offers

AtemisCloud server + customized components and bots

- CRM
- Marketing
- Admin
- Projects
- Finance
- HR

# GET AN INTEGRATED SOLUTION



## ATEMIS PHARMACEUTICAL SOLUTION

- ✓ Professional features
- ✓ Accessible from the Cloud
  - ✓ At any time
  - ✓ From anywhere
  - ✓ From any device
  - ✓ In real time
- ✓ Optimize all processes
- ✓ Save time and money
- ✓ Integrated to other systems



# BENEFITS FROM THE SOLUTION



*Full management process  
all integrated with  
improved efficiency*



*Secured customer database  
& centralize access to  
information*



*Comprehensive report and  
analytics system*



# OUR PHARMACEUTICAL CUSTOMERS



Atemis has working experiences with pharmaceutical internationally





# Explore the solution



## Customer relationship management

- Customer information
- Customer reports
- Customer documents
- Invoices
- Customer's product
- Demand tracking activities
- Calling campaigns
- Sales efficiency
- KPI
- Performances report



## Marketing

- Target segment
- Mass-customized marketing
- Event management
- Email marketing
- Marketing Plan
- Customer segmentation
- Marketing products
- Facebook Campaign
- Campaign analysis
- Press relation



## Human Resource

- Employee information
- Working schedule
- Payroll
- Appraisal report
- Recruitment
- Training
- Salary & benefits
- Vacation & Holiday
- Contract
- Structure
- Salary/Tax Calculation



## Administration

- Contract
- Private and shared documents
- Approval Workflows
- Document access rights
- Access from everywhere
- Access report
- Data access request



## Finance

- Invoices
- Service contract fee
- General ledger
- Employee expenses
- Revenue and Expenditure management
- Validate expenses
- Finance report



## Data Synchronization & Workflow

- Third parties data synchronization
- Outlook synchronization
- Warehouse Data
- VOIP Synchronization
- Import product
- Import customer & companies

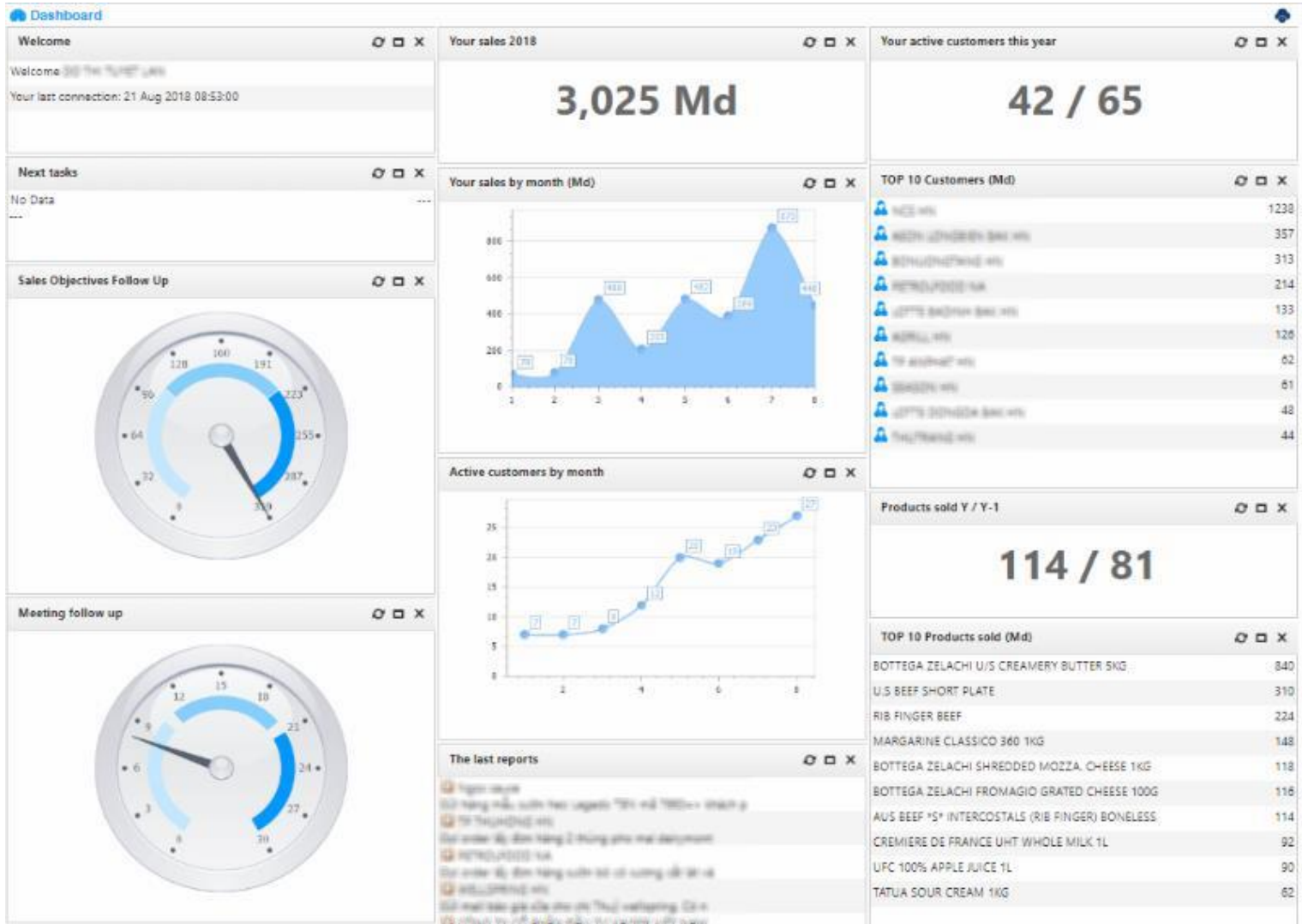
The logo for Atemis, featuring the word "Atemis" in a dark blue, sans-serif font inside a white cloud-like shape with a dark blue border.

Atemis

A photograph of three business professionals (two men and one woman) sitting around a table, smiling and looking at documents. The woman is in the center, wearing a light blue shirt. The man on the left is wearing a dark grey shirt. The man on the right is wearing a dark suit and tie. They appear to be in a collaborative meeting.

CRM features

# Dashboard



# Company list



## Companies follow up

Drag a column header here to group by that column

	Company	City	Sector	Manager	Creation	Last Con.	Step 1	Step 2	Step 3	Sales		
▶	[blurred]	HCMC		Jehan...	171	10	10					
▶	[blurred]	HCMC		THIRE ...	312	17	312					
▶	[blurred]	HCMC		THIRE ...	234	102	116					
▶	Atemiscloud Vietnam	HCMC	50. Fo...	Dang ...	207	112	200	193	189	1,010,00		
▶	[blurred]	HCMC		Jehan...	171	171	171					
▶	[blurred]	HCMC		THIRE ...	179	179	179					
▶	[blurred]	HCMC		THIRE ...	179	179	179					
▶	[blurred]	HCMC		Jehan...	178	179	179					
▶	[blurred]	HCMC		THIRE ...	179	184	184					
▶	[blurred]	HCMC		THIRE ...	314	193	314			2,475,000		
Count=10					Avg =132,6		Avg=184,4		Avg 19,3		Avg=18,9	Sum 3,485,000

Page 1 of 1 (10 items)



Page size: 20

# Real-time customer analysis

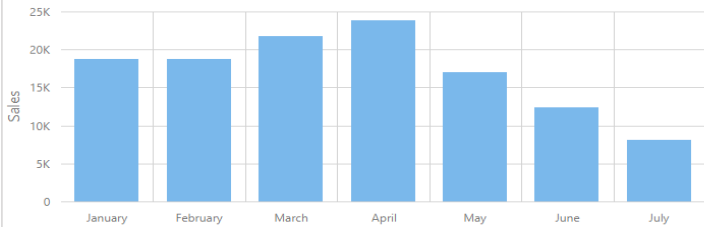


## Companies follow up

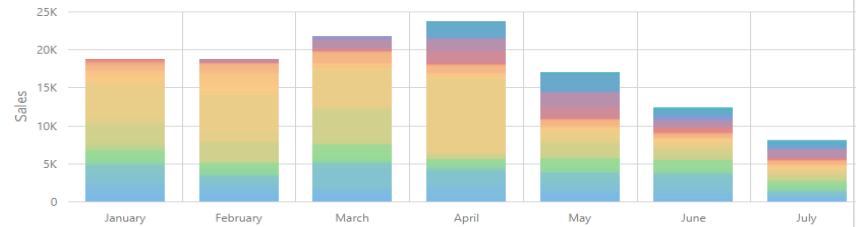
Drag a column header here to group by that column

Company	City	Sector	Manager	Creation	Last Con.	Step 1	Step 2	Step 3	Sales
...	HCMC		Jehan...	171	10	10			
...	HCMC		THIRE ...	312	17	312			
...	HCMC		THIRE ...	234	102	116			
<b>Atemiscloud Vietnam</b>	HCMC	50. Fo...	Dang ...	207	112	200	193	189	1,010,00

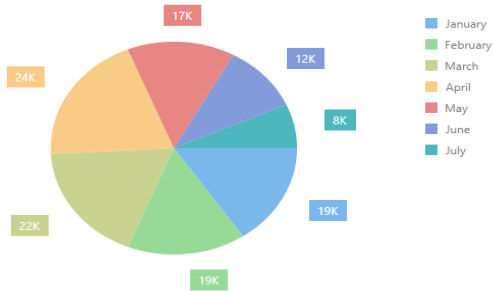
SALES BY MONTH



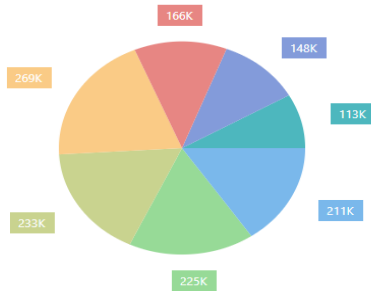
SALES BY MONTH & PRODUCT



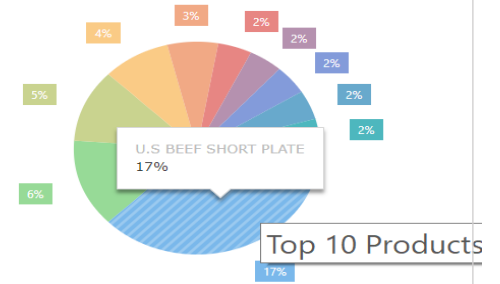
ORDER AMOUNT BY MONTH



PRODUCTS QUANTITY BY MONTH



TOP 10 PRODUCTS




# Company details & reports



**Công Ty Phần Mềm Atemis**

Details Info Notes Qualif.

Short Name AtemisCloud  ...

Manager A. Admin SSector 55. Computer programming, cons... ZIP 70000

Reg Num 0123456789 Address 4 Nguyễn Thị Minh Khai Country VIETNAM City HCMC www [Atemiscloud.com](http://Atemiscloud.com) Facebook - Keys Prospect, Shop



Contact ...

B.Barrier

D.Nguyen

T.Nguyen Dinh

Details Private Qualif. History Hobbies

Benoit Barrier  ♂  ...



















CEO Department Administration

Address 4 Nguyễn Thị Minh Khai 12 Nguyễn Đình Chiểu Country VIETNAM Region ZIP 70000

City HCMC E-mail [bbarrier@atemiscloud.com](mailto:bbarrier@atemiscloud.com) Tel +84901853400 Mobile +84901853400 Keys Decision maker

LinkedIn [bbarrier](#) Origin 4G Secure (Business partner)

Reports Tasks Projects Invoices Team Files

#	Date	Notes	Employee	Contact
	1d18h	He checked the contract and accept it. He ask us to sign in the contract and send him.	 Ivan	 Duy ...
	2d18h	Send the contract by Email for him to check the terms and policies	 Ivan	 Duy ...
	3d18h	Meeting with Beniot. He's care about urology and He wants to sign a contract with us for supplying medicine for this field.	 Ivan	 Benoit ...
	10d20h	Call back him, He said he like it but he want to be consulted more about it. He want to have a meeting with our consultants. He's free at Saturday Morning. So I decided to have a meeting with him on Saturday next week (23th Feb).	 Admin	 Benoit ...
	12d9h	Send Product leaflet	 Admin	 Benoit ...
	12d22h	Call him to introduce our products, He said he want to know more about it. He ask for an email attached e-leaflet about our products	 Admin	 Benoit ...

# Add a task



**Công Ty Phần Mềm Atemis**

Details Info Notes Qualif.

Short Name: AtemisCloud  
Manager: A. Admin  
Reg Num: 0123456789  
Address: 4 Nguyễn Thị Minh Khai  
Country: VIETNAM  
City: HCMC  
www: [Atemiscloud.com](http://Atemiscloud.com)

Reports Tasks Projects Invoices

#	Date	Notes
	1d18h	He checked the contract
	2d18h	Send the contract by Email
	3d18h	Meeting with Beniot. He said he will be in HCMC
	10d20h	Call back him, He said he will be in HCMC. So I decided to have a meeting with him
	12d9h	Send Product leaflet
	12d22h	Call him to introduce our products, He said he want to know more about it. He ask for an email attached e-leaflet about our products

### Add New Task

Employee:   
 B. Le Thi Thanh  
 C. Login

Time: 05.03.2019 10:00 05.03.2019 12:00

Project: Atemiscloud

Group: -----

Type: 3. Meeting

Compl (%):  100  90  80  70  60  50  40  30  20  10  0

Description: Meeting with Atemiscloud

Details: Come to Atemiscloud office at 4 Nguyen Thi Minh Khai, D.1 to introduce our pharmaceutical products & the contract

Delete Save Cancel

# Salesman scheduling



**Calendar**

January 2019

Project: ---All--- (---All---) Group: ---All---

Created: Start End Employee

Description

Details

21.01.2019	22.01.2019	23.01.2019	24.01.2019	25.01.2019
08:00	08:00	08:00	08:00	08:00
09:00	Meeting: Hoang Van T...	Meeting: Tran Thi Hu...	09:00	09:00
10:00	Meeting: Atemiscloud...	10:00	Meeting: Cường	10:00
11:00	Meeting: Hoang Van T...	Meeting: Trần Duy Lê	11:00	Meeting: Mr Arthur.
12:00	12:00	Meeting: Pham Văn T...	12:00	12:00
13:00	Meeting: Le Van Thie...	13:00	Meeting: Ms Tran Thi...	13:00
14:00	Meeting: Hoàng Văn X...	14:00	Meeting: Mr Arthur: ...	14:00
15:00	15:00	Meeting: Pharmacy	15:00	15:00
16:00	Working: Available	Meeting: Tran Van Kí...	16:00	Working: Available
17:00	17:00	17:00	17:00	17:00
18:00	18:00	18:00	18:00	18:00
19:00	19:00	19:00	19:00	19:00
20:00	20:00	20:00	20:00	20:00



# Add new report



**Calendar**

January 2019

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
01	31	1	2	3	4	5	6
02	7	8	9	10	11	12	13
03	14	15	16	17	18	19	20
04	21	22	23	24	25	26	27
05	28	29	30	31	1	2	3
06	4	5	6	7	8	9	10

21.01.2019

08:00	
09:00	
10:00	Meeting: Atemiscloud...
11:00	Meeting: Hoang Van T...
12:00	
13:00	Meeting: Le Van Thie...
14:00	Meeting: Hoàng Văn X...
15:00	
16:00	Working: Available
17:00	
18:00	
19:00	19:00
20:00	20:00

### Add new report

Enter text to filter...

Employee  B. Le Thi Thanh  C. Login

Time 05.03.2019 10:00 05.03.2019 12:00

Project Atemiscloud

Group -----

Type 3. Meeting

Compl (%) 100 90 80 70 60 50 40 30 20 10 0

Description Meeting with Atemiscloud

Details He want to sign with us for supplying medicine for his pharmacy.  
He wants to preview the contract and documents related to signing between the two parties

Delete Save Cancel

# Contract template




Contract Content

Content of Contract

Name

Format ----- Fields

Normal Arial (Font Size) B I U S

 Pierre Fabre company ltd|  
183 DIEN BIEN PHU, W.15, BINH THANH DIST, HCMC, VIETNAM  
FAX : +84 88 3514 00 57  
+84 88 3514 00 58

**SALE AGREEMENT**

---

This Sale agreement (the "Agreement") is effective **\$Date**

**BETWEEN:** **\$You\_CompanyName** (the "Supplier"), a company organized and existing under law, with its head office located at:  
**\$Your\_CompanyAdress**

**AND:** **\$Client\_Name** (the "Purchaser"), a company organized and existing under law, with its head office located at:  
**\$Client\_Adress**

**WITNESSETH:**


WHEREAS **\$You\_CompanyName** currently supplies and distributes the pharmaceuticals.

WHEREAS **\$You\_CompanyName**, for the price and subject to the term and conditions contained herein, is prepared to sell and deliver to the purchaser, on an ongoing basis and as its exclusive supplier, and the purchaser is prepared to buy on this basis from **\$You\_CompanyName**, all of the purchaser's product requirement.

# Automatically generate contract



**Contract** X

  
**Pierre Fabre**

Pierre Fabre company ltd  
183 DIEN BIEN PHU, W.15, BINH THANH DIST, HCMC, VIETNAM  
FAX : +84 88 3514 00 57  
+84 88 3514 00 58

**SALE AGREEMENT**

---

This Sale agreement (the "Agreement") is effective **1<sup>st</sup> July 2018**,

**BETWEEN:** **Pierre Fabre company limited** (the "Supplier"), a company organized and existing under law, with its head office located at:  
**183 DIEN BIEN PHU, W.15, BINH THANH DIST, HCMC, VIETNAM**

**AND:** **Atemiscloud company limited** (the "Purchaser"), a company organized and existing under law, with its head office located at:  
**4 Nguyễn Thị Minh Khai, Đa Kao W, Dist. 1, HCMC, VIETNAM**

**WITNESSETH:**

WHEREAS **Pierre Fabre company limited** currently sales and distributes the pharmaceuticals.

WHEREAS **Pierre Fabre company limited**, for the price and subject to the term and conditions contained herein, is prepared to sell and deliver to the purchaser, on an ongoing basis and as its exclusive supplier, and the purchaser is prepared to buy on this basis from **Pierre Fabre company limited**, all of the purchaser's product requirement.

Now, therefore, in consideration of the mutual covenants and agreement hereto contained and for other good and valuable consideration, duly received, the parties hereto agree as follows:

**1. DEFINITION AND INTERPRETATION**


1.1 Whenever used in this Agreement, the schedules thereto, or any ancillary document thereto, the following terms, unless subject matter or context otherwise requires, shall have the following meanings:

# Customer Invoices/Order



Công Ty Phần Mềm Atemis

Details Info Notes Qualif.

Short Name AtemisCloud  ...

Manager A. Admin SSector 55. Computer programming, cons...

Reg Num 0123456789 ZIP 70000


Address 4 Nguyễn Thị Minh Khai


Country VIETNAM Tel -


City HCMC Facebook -

www [Atemiscloud.com](http://Atemiscloud.com) Keys Prospect, Shop



Contact ...

 B.Barrier

 D.Nguyen

 T.Nguyen Dinh

Details Private Qualif. History Hobbies

 Benoit Barrier  ...

CEO Department Administration

Address 4 Nguyễn Thị Minh Khai 12 Nguyễn Đình Chiểu

Country VIETNAM Region

City HCMC ZIP 70000






E-mail [bbarrier@atemiscloud.com](mailto:bbarrier@atemiscloud.com)

Tel [+84901853400](tel:+84901853400)

Mobile +84901853400 Keys Decision maker

LinkedIn [bbarrier](https://www.linkedin.com/in/bbarrier)

Reports Tasks Projects Invoices Team Files

#	Number	Date	Due date	Amount	Description
	0006/F/2019	30.11.2018	30.11.2018	133.50	Invoice November-2018
	0003/F/2019	20.10.2018	20.10.2018	168.00	Invoice October-2018
	0003/F/2019	22.09.2018	22.09.2018	150.00	Invoice September-2018
	0007/F/2019	24.08.2018	24.08.2018	103.50	Invoice August-2018
	0005/F/2019	21.07.2018	21.07.2018	120.00	Invoice July-2018

Atemiscloud can take the order/invoices information from third-party solutions

# Make a sales order



**Công Ty Phần Mềm Atemis**

Details Info Notes Brands Qualif. Contact ... Details Private Qualif. History Hobbies Relations

Short Name AtemisCloud  
Manager A. Admin  
Reg Num 0123456789  
Address 4 Nguyễn Thị Minh Khai  
Country VIETNAM  
City HCMC  
www [Atemiscloud.com](http://Atemiscloud.com)

SSector 55. Computer programming  
ZIP 70000  
Tel -  
Facebook -  
Keys Prospect, Sho

B.Barrier  
Benoit Barrier

### Add sales document

Header Products Charges Payment

Customer: **Công Ty Phần Mềm Atemis**  
4 Nguyễn Thị Minh Khai (70000)  
HCMC

References: Original  Copy  Invoice

Reference:   
Currency:

Invoiced by:

Invoicing period:  Date  Month to month  
Creation Date:

Description:

Activity Progression Reports Tasks Sales Proj

#	Number	Date	Due date	Amount	De
	0006/F/2019	30.11.2018	30.11.2018	133.50	Inv
	0003/F/2019	20.10.2018	20.10.2018	168.00	Inv
	0003/F/2019	22.09.2018	22.09.2018	150.00	Inv
	0007/F/2019	24.08.2018	24.08.2018	103.50	Inv
	0005/F/2019	21.07.2018	21.07.2018	120.00	Invoice July-2018

# Make a sale order



**Công Ty Phần Mềm Atemis**

Details Info Notes Brands Qualif. Contact B.Barrier Details Private Qualif. History Hobbies Relations

Short Name AtemisCloud  
Manager A. Admin  
Reg Num 0123456789  
Address 4 Nguyễn Thị Minh Khai  
Country VIETNAM  
City HCMC  
www [Atemiscloud.com](http://Atemiscloud.com)

SSector  
ZIP  
Tel  
Facebook  
Keys

Activity Progression Reports Tasks

#	Number	Date	Due date	Amo
	0006/F/2019	30.11.2018	30.11.2018	
	0003/F/2019	20.10.2018	20.10.2018	
	0003/F/2019	22.09.2018	22.09.2018	
	0007/F/2019	24.08.2018	24.08.2018	
	0005/F/2019	21.07.2018	21.07.2018	

120.00 Invoice July-2018

### Add sales document

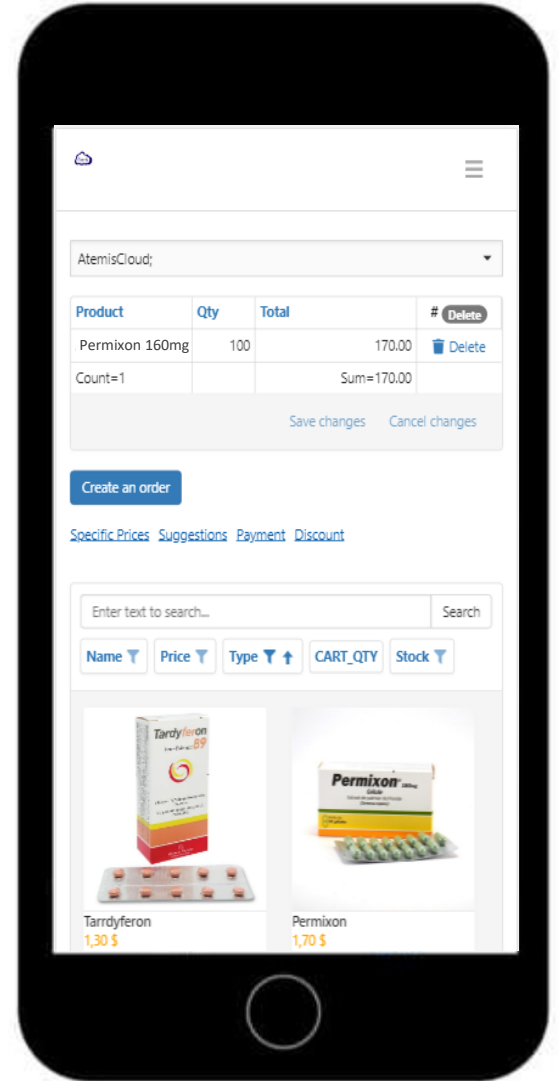
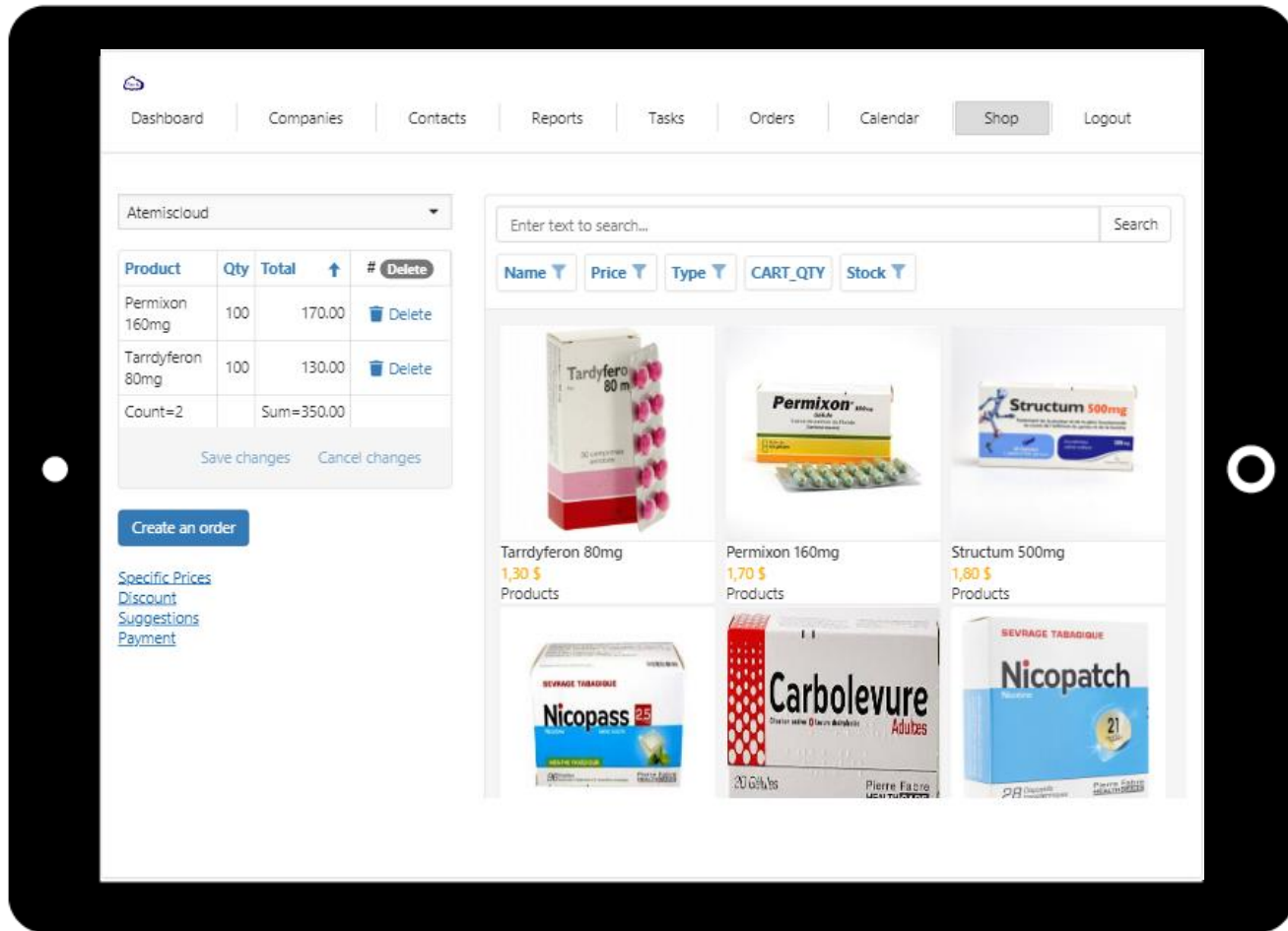
Header Products Charges Payment

Designation	Qty	Price Unit	Discount	Net Price	VAT		Total
					Rate	Amount	
Permixon®	100	1.7	0 %	170.00	0	0.00	170.00
Tarryferon®	100	1.3	0 %	130.00	0	0.00	130.00
Ossopan®	1	1.5	0 %	1.5	0	0	1.5

Brut Total : 300.00 | : 0.00 | Net total (EUR) : 300.00

Back Save Cancel


# Create an order from any devices



# Order slip



Order x



**Pierre Fabre**  
HCM  
183 Điện Biên Phủ, P.15, Q.Bình  
Thạnh  
028 3514 0059

Customer Code: 1524135  
Atemiscloud  
4 Nguyễn Thị Minh Khai,  
Đa Kao, Q.1, TPHCM  
028 7307 6888

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HCMC, Tuesday, February 27, 2019  
Written date: 27/02/2019  
Sold date: 27/02/2019

**Order 0018/F/2019**

**Form description:** Invoice February-2019

Products	Qty	Price	Discount	VAT	Total
Permixon	100	1,30	0	0	130,00
Tardyfferon	100	1,70	0	0	170,00



# Set employee objectives



**Employee Objectives**

2019 Sales

Enter text to search...

Employees	January	February	March	April	May	June	July	August	September	October	November	December
Admin Admin	1000	1000	1000	1000	1100	1100	1200	1200	1500	1500	1500	1500
Aggarwal Arun	400	500	500	500	600	700	1000	1000	1200	1200	1200	1300
Aliev Ivan	500	500	600	700	800	800	1000	1000	1100	1200	1300	1400
Anne Pape	400	600	600	700	900	1000	1000	1000	1000	1100	1200	1300
Apăteanu Ștefan-Adrian	400	600	600	700	800	900	1000	1000	1000	1100	1200	1400
AV BSF	400	600	600	700	1000	1000	1000	1000	1000	1100	1100	1200
BELEMBAOGO Guenole	500	600	600	700	800	900	1000	1000	1100	1100	1100	1300
Benoliel Micha	400	600	600	700	900	900	1000	1000	1100	1100	1100	1200
BERVYNENKO Vitaliy	400	600	600	700	800	900	1000	1000	1100	1300	1300	1300
Bieler Ulf	200	300	400	400	400	500	700	800	1000	1100	1200	1300
Total	4,600	5,900	6,100	6,800	8,100	8,700	9,900	10,000	11,100	11,800	12,200	13,200

Page 1 of 6 (59 items)

1 2 3 4 5 6

Easily set different type of objectives for your employees: Number of call, meeting, Sales...

# Sales Activities of employees



**Sales Activities** 🔍

Oct 2018 ▼

Employee	Companies				Contacts		Reports						
	Managed	InTeam	Created	Updated	Created	Updated					<span style="border: 1px solid orange; border-radius: 50%; padding: 2px;">1</span>	<span style="border: 1px solid orange; border-radius: 50%; padding: 2px;">2</span>	<span style="border: 1px solid orange; border-radius: 50%; padding: 2px;">3</span>
Ostalski Michal	15	125	2	0	5	2	255	4	755	2	4	1	1
Kazakov Vitaliy	32	152	5	1	10	0	210	6	958	3	3	1	1
Cooper Sheldon	25	252	4	2	10	0	545	2	1017	1	1	0	0
Login Contact	24	452	9	3	20	1	510	2	945	2	1	0	0
Spencer Mark	15	154	12	5	8	2	325	5	963	3	2	0	0
Aliev Ivan	30	652	4	1	2	1	210	10	745	3	2	0	0
Denysiuk Roman	40	520	5	5	5	0	155	9	250	2	4	1	1
Eurocham Guillaume	25	155	6	1	20	0	130	8	325	5	1	0	0
Le Thi Thanh Binh	51	575	5	5	8	0	510	12	1210	4	2	1	0
Vân Trần Thị Mai	35	468	7	1	10	0	110	10	300	6	3	1	1
Count=10	Sum=296		59	33	6	6	2960	63	6548	28	23	5	4

Page 1 of 1 (15 items) ◀ 1 ▶ Page size: 20 ▼

# Employee's working efficiency



## Sales People Management

May 2018

Employee	📞			👥			📊			📈
	Calls	Obj	Var %	Meetings	Obj	Var %	Sales (Md)	Obj	Var %	
	0	0	0	0	0	0	397,712	0	0	0
	3	0	0	3	0	0	0	0	0	0
	104	214	48.6	27	124	21.77	11,819	6,850	172.54	122.28
	63	114	55.26	20	144	13.89	0	1,850	0	4.63
	29	360	8.06	8	220	3.64	11,701	4,270	274.03	183.9
	6	204	2.94	10	188	5.32	2,131	800	266.38	179.36
	5	154	3.25	13	80	16.25	9,409	1,700	553.47	374.4
	15	160	9.38	21	160	13.13	6,368	2,350	270.98	185.03
	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0
	Sum=227	Sum=1206		Sum=108	Sum=916		Sum=1,322,484	Sum=30,020		Avg=8.01

Page 1 of 14 (131 items)

Page size: 10

# Calls panel



**Calls Panel**

Customer in HCMC

22 Total companies      22 Companies called

Company	Last contact (days)	LastName	FirstName	Position	Last Contact
	7	Nguyen Dung	Linh	CEO	7

Tel: [0167 326 \[redacted\]](#)      Email: [nguyendur \[redacted\].m](#)

Fill in your report here

Save

Page 1 of 2 (22 items)      Page size: 15

Call, Create report, send email immediately from this feature

# Track interactions with customers



**Segment reports**

01.e-mailing    02.Call    03.Meeting    04.Step 1    05.Step 2  
06.Step 3    07.Qualification    08.Email sent    09.Email received    10.Mail  
11.Invoice reminder    12.SMS    13.Task    14. Bidding    15. Others  
Done mail

Contacts | Vietnam      October 2018

N	Name	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	01	02	03	04	05	06	07	08	09	10	Yes	Toc
1	Công ty TNHH MTV Ngôi sao sáng																														
2	Viettien company																														
3	ATEMIS Business																														
4	Geodis Wilson Vietnam																														
5	QK																														
6	công ty TNHH Thế Giới Mới																														
7	Hill Risk Consulting																														
8	ABB Ltd																														
9	Vietcombank																														
10	4G Secure																														

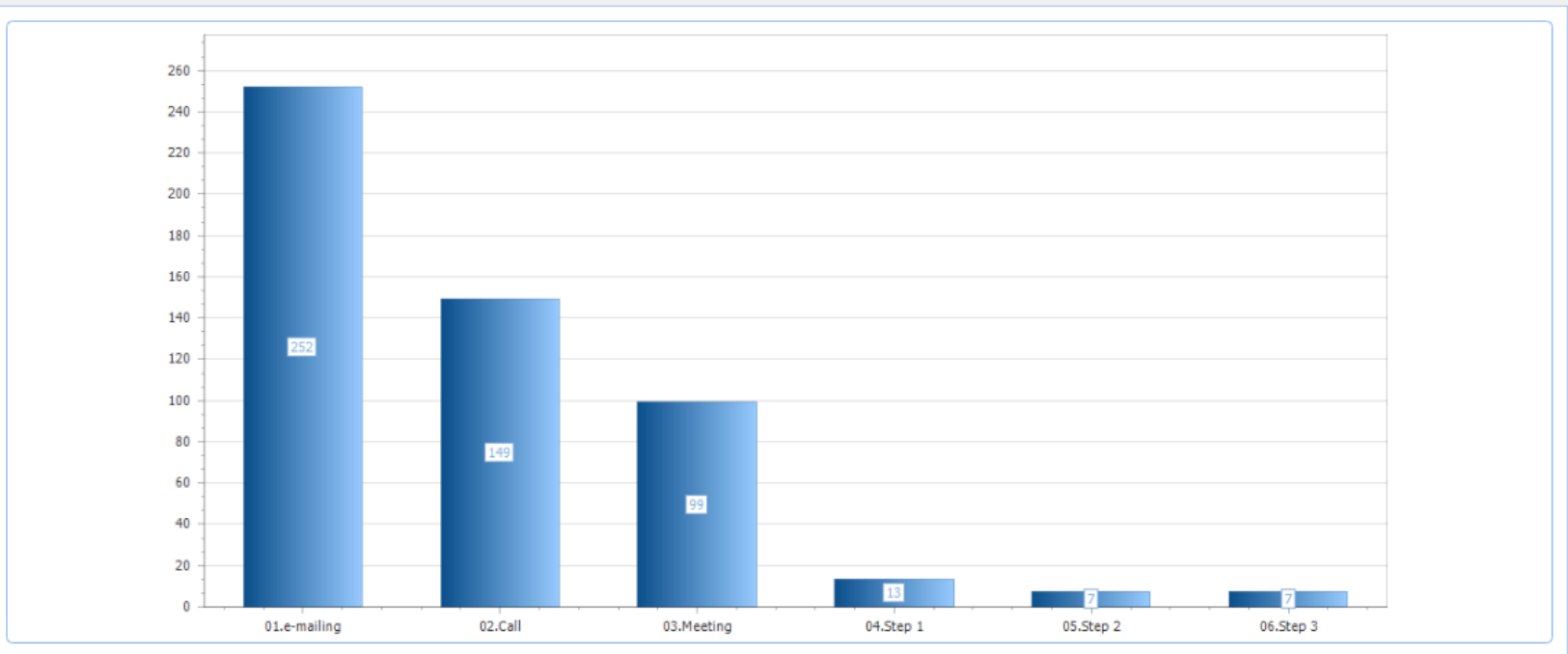
# Sale process analysis



Progression



By company Analysis





Atemis



Finance features

# Invoices Payment Status



**Invoices** Invoices **964** Started From Letter **A 158** Status

Name	Bill Date	Amount
	10/25/2017	50000
	10/14/2018	50000
	5/10/2018	50000
	8/30/2018	50000
	2/19/2019	50000
	2/19/2019	50000
	12/26/2018	50000
	6/2/2017	50000
	5/25/2017	50000
	5/16/2018	50000
	6/11/2017	50000
	10/19/2018	50000
	7/3/2017	50000
	10/19/2017	50000
	1/16/2018	50000
	9/10/2018	50000
	6/25/2017	50000



# Invoices list by customer



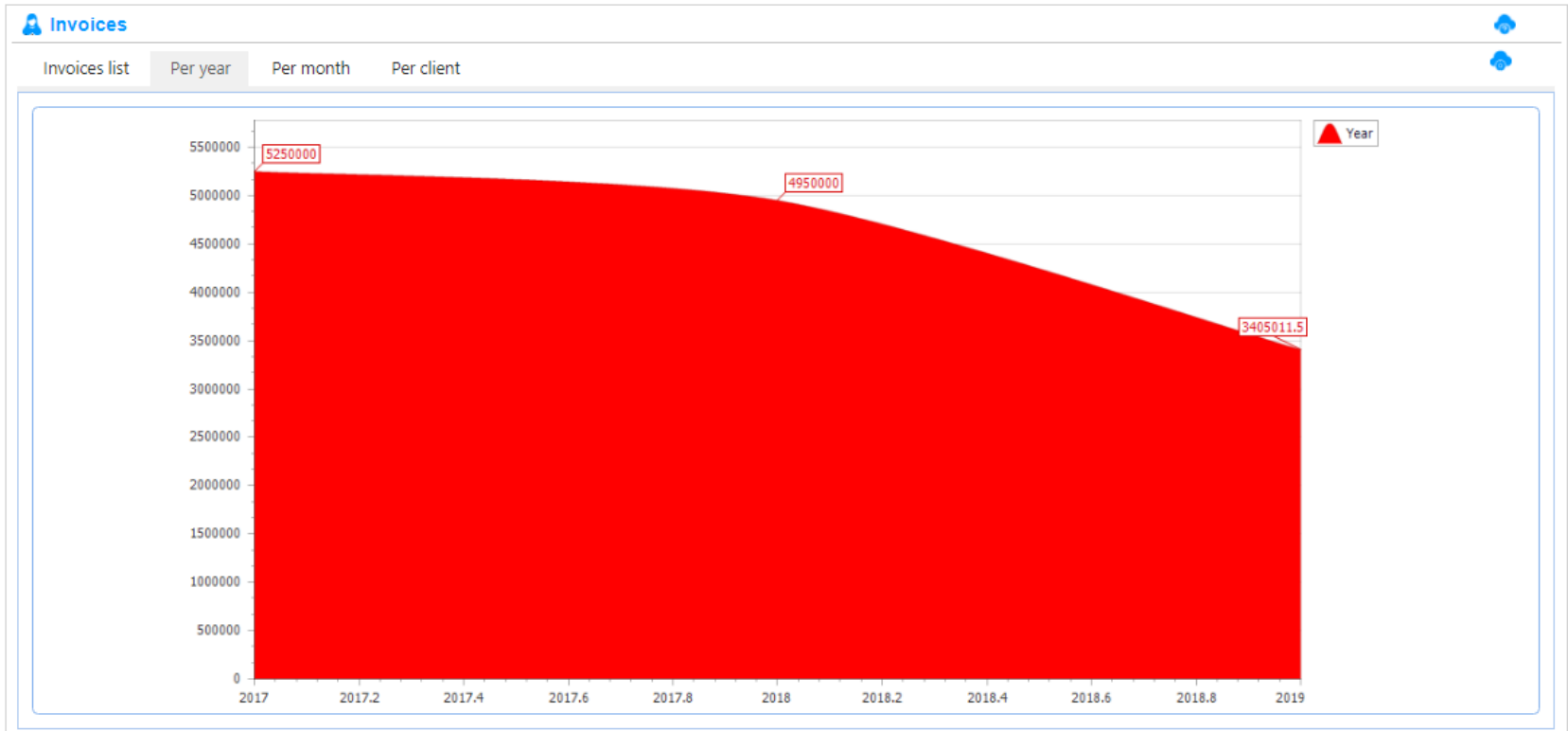
**Invoices**

Invoices list   Per year   Per month   Per client

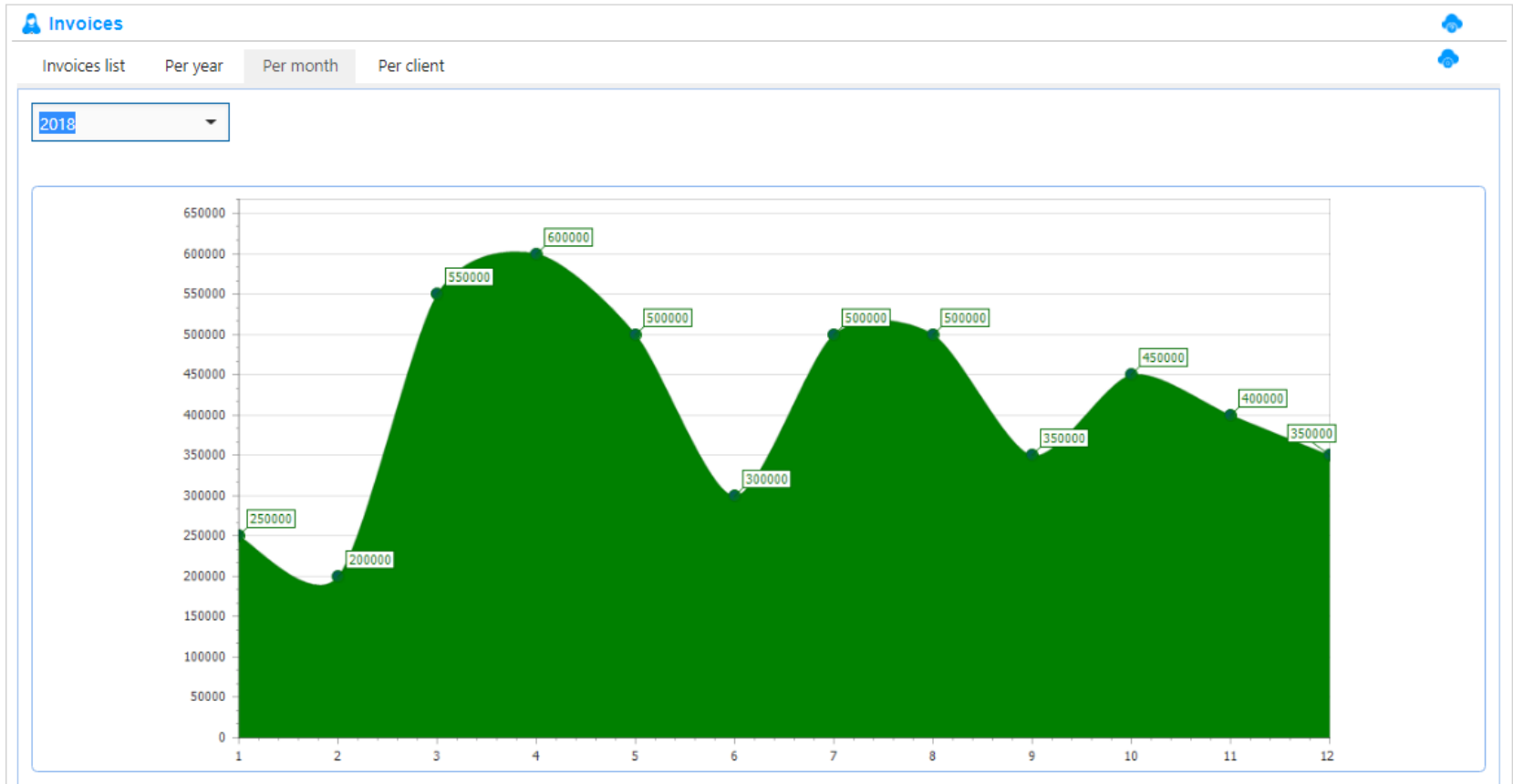
2018

Client	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	243,800.00	346,500.00	1,410,850.00	1,514,750.00	454,950.00	263,450.00	703,950.00	-	-	1,306,760.00	-	-	6,245,010.00
	637,450.00	705,516.00	651,750.00	-	417,950.00	789,550.00	637,350.00	-	-	-	-	-	3,839,566.00
	-	-	-	-	-	-	-	-	-	-	-	-	-
	135,300.00	3,000.00	369,300.00	596,350.00	484,700.00	790,149.00	766,700.00	-	-	-	-	-	3,145,499.00
	244,700.00	513,100.00	541,750.00	1,372,400.00	530,050.00	87,850.00	346,800.00	-	-	48,850.00	-	-	3,685,500.00
	-	355,200.00	-	393,150.00	610,700.00	649,300.00	392,700.00	685,200.00	-	-	-	-	3,086,250.00
	-	-	-	-	-	-	-	-	-	129,550.00	-	-	129,550.00
	652,450.00	1,045,400.00	610,800.00	-	303,050.00	484,050.00	1,083,300.00	504,670.00	-	-	-	-	4,683,720.00
	-	-	-	-	-	-	-	-	-	4,828,050.00	-	-	4,828,050.00
	314,050.00	825,400.00	528,500.00	1,209,500.00	1,167,100.00	483,800.00	660,100.00	-	-	-	-	-	5,188,450.00
	-	266,750.00	292,250.00	358,550.00	234,500.00	376,150.00	564,000.00	350,700.00	-	-	-	-	2,442,900.00
	2,400.00	705,516.00	414,650.00	646,950.00	1,258,000.00	293,550.00	258,350.00	-	-	-	-	-	3,579,416.00
	492,400.00	626,750.00	761,800.00	1,089,650.00	1,187,100.00	196,750.00	1,328,800.00	-	-	-	-	-	5,683,250.00
	686,000.00	49,900.00	1,215,582.00	550,850.00	115,100.00	977,100.00	966,250.00	-	-	-	-	-	4,560,782.00
	-	656,600.00	135,300.00	474,250.00	1,026,800.00	582,800.00	195,400.00	322,700.00	-	-	-	-	3,403,850.00

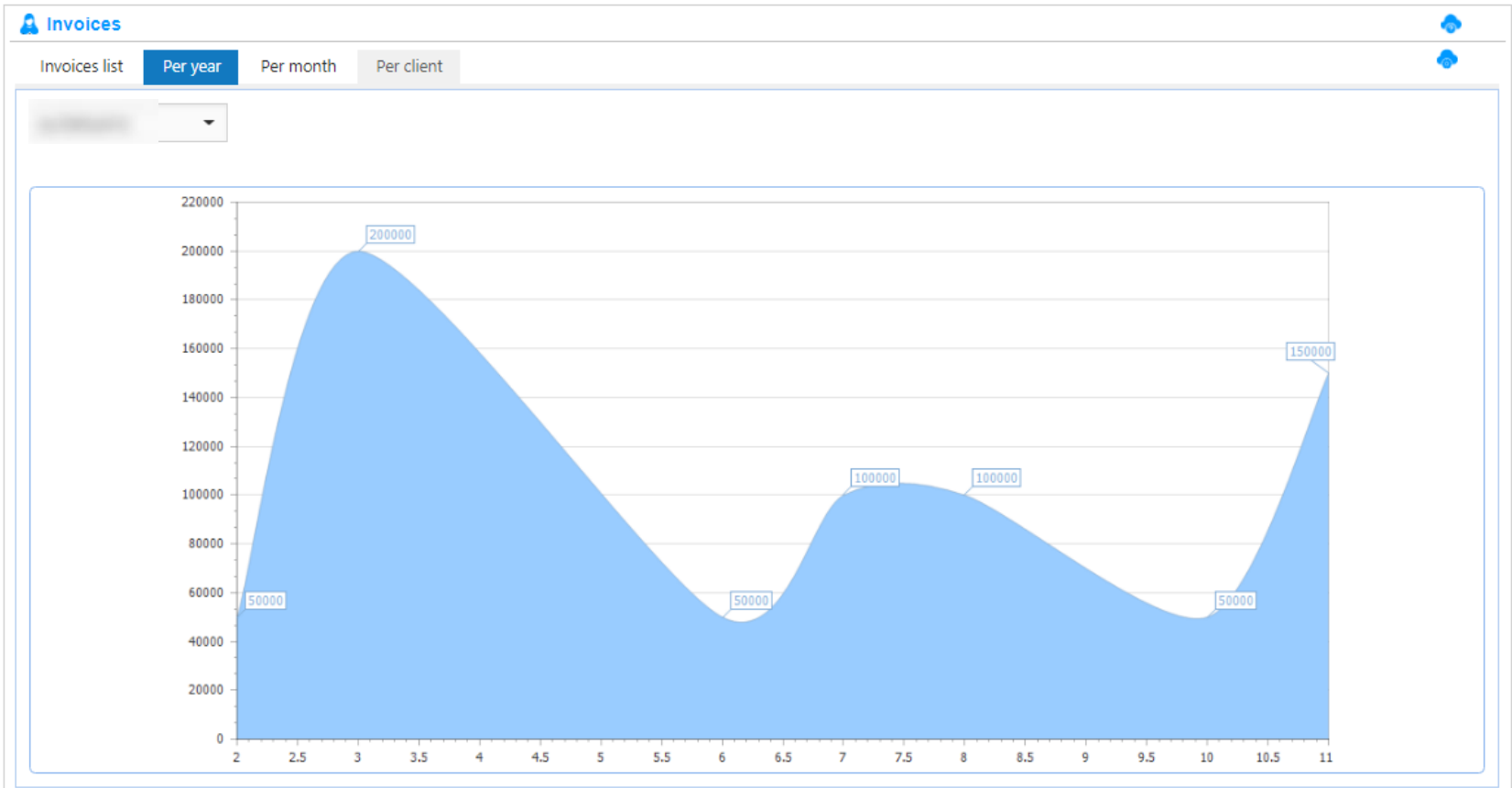
# Invoices per year



# Invoices per month



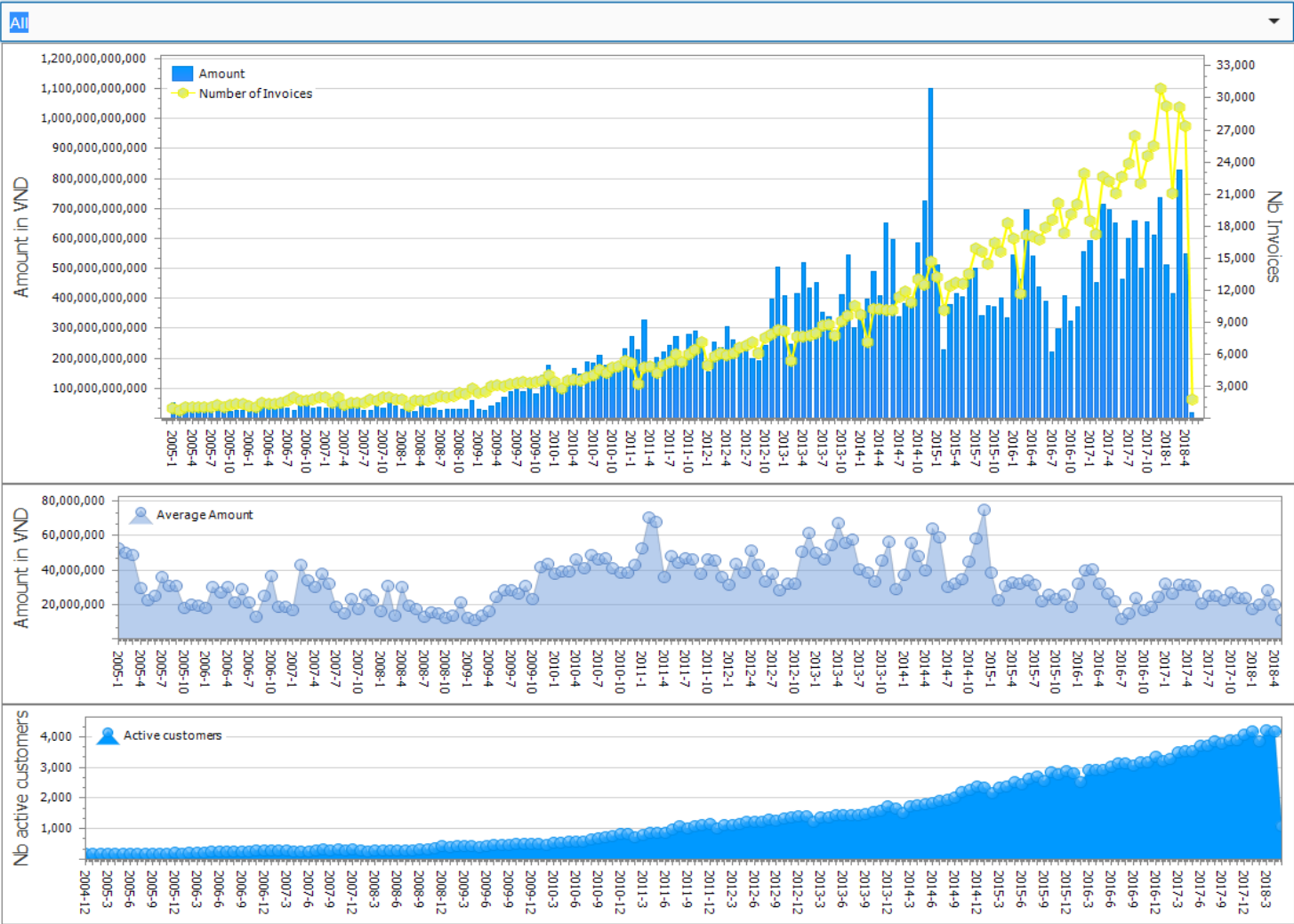
# Invoices per client



# Sales Analysis



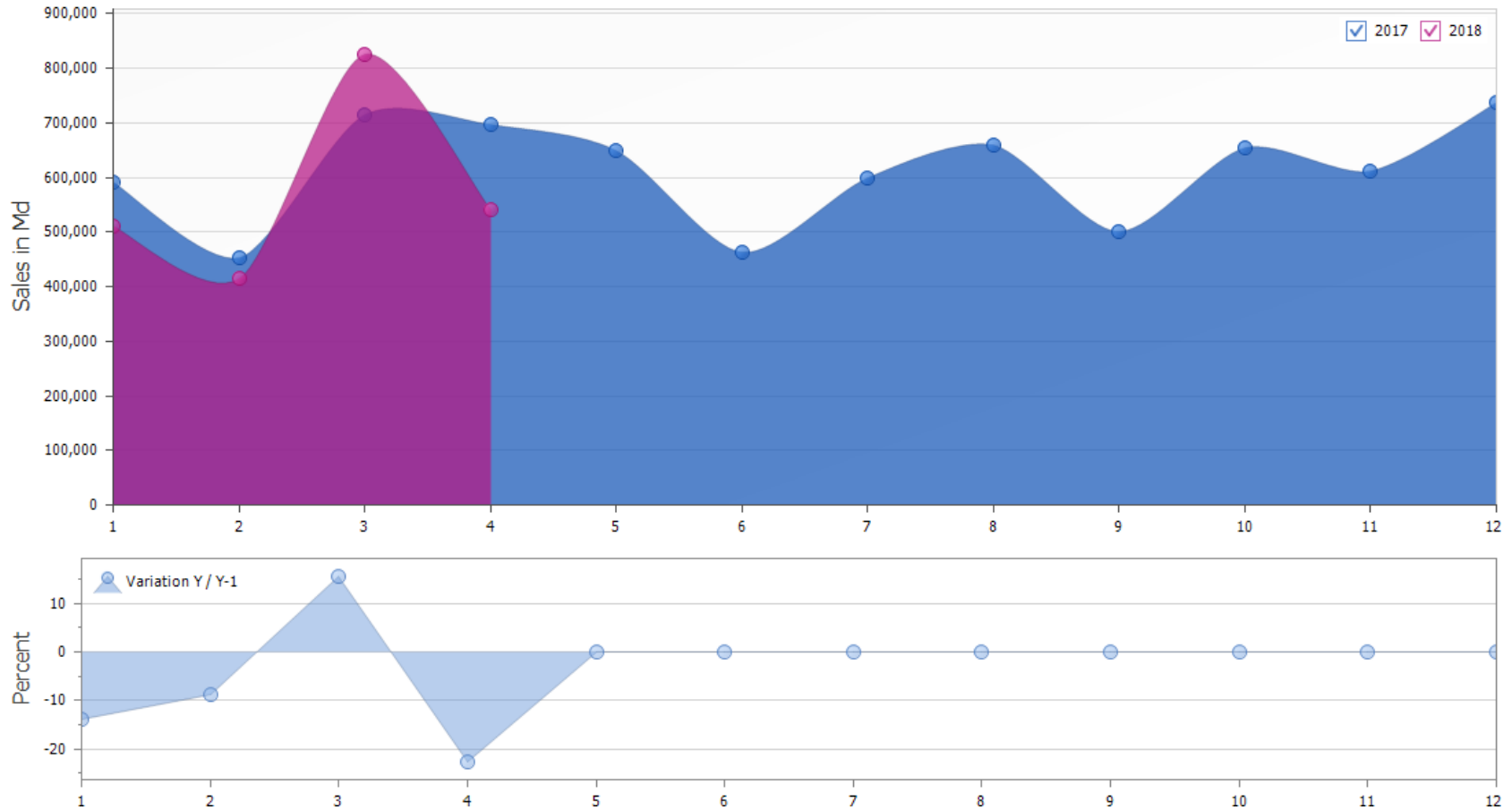
## Sales Analysis



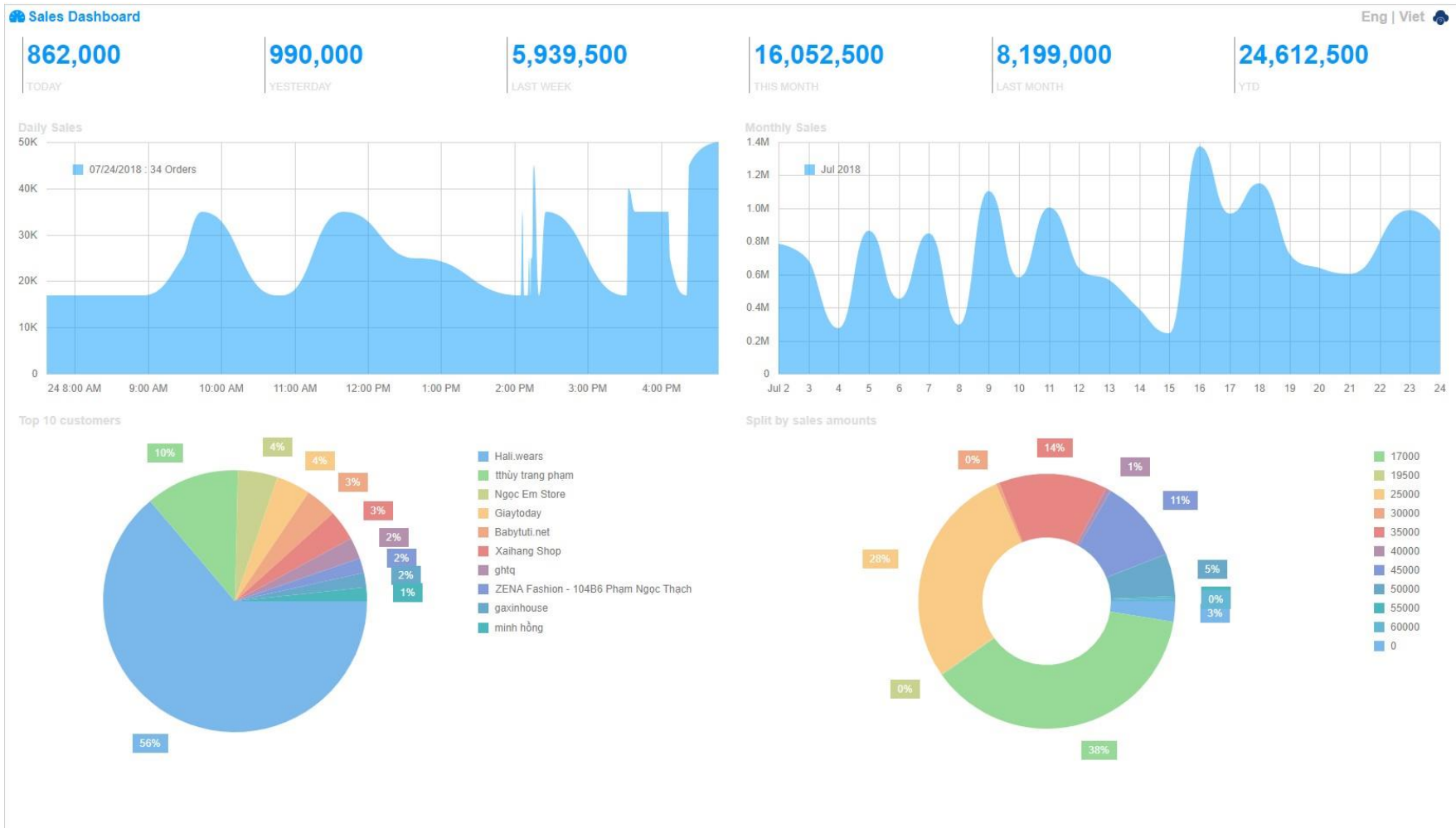
# Year to year sales analysis



## YtoY Sales Analysis



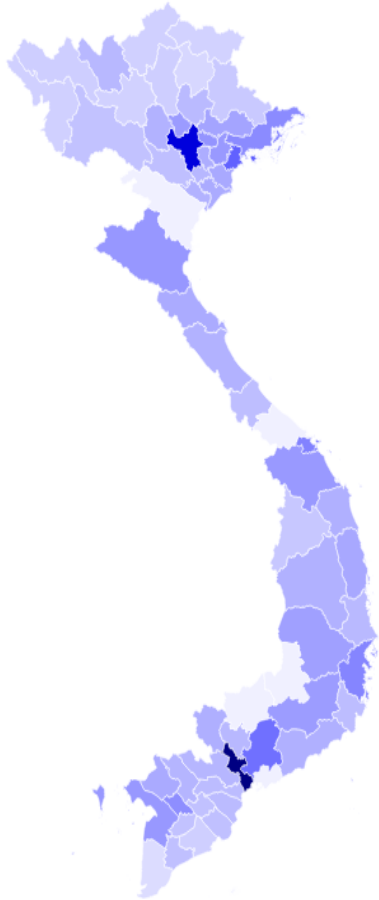
# Sales Dashboard



# Sales map report

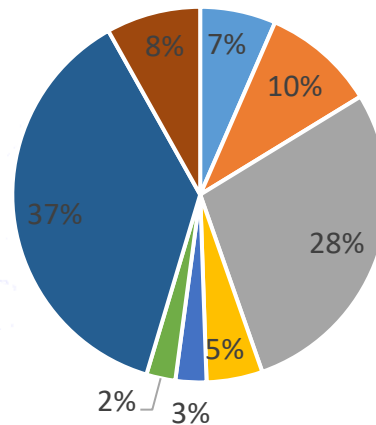


## Sales map report



Region	Trend	Order Qty	Avg cost by order	Sales
Northwest		71	75	8.152
Northeast		151	95	12.154
Red River Delta		752	121	35.421
North Central		121	60	6.020
South Central Coast		412	65	3.326
Central Highlands		20	50	3.127
Southeast		925	112	46.500
Southwest		121	80	10.151

Sale by region



- Northwest
- Northeast
- Red River Delta
- North Central
- South Central Coast
- Central Highlands
- Southeast
- Southwest



Atemis



# Marketing features

# Target segment



**Add new Target**

Name:  Type:

Designer | Dynamic Elements | Sql

- Countries: VIETNAM [Select]
- Regions [Select]
- Cities: Hanoi, HCMC [Select]
- ZIPs [Select]
- Positions [Select]
- Languages [Select]
- Contact Keys [Select]
- Client Keys [Select]
- Company [Select]
- SubSectors [Select]
- Positions [Select]

Record Count : 24

Preview | Filter | Save | Cancel

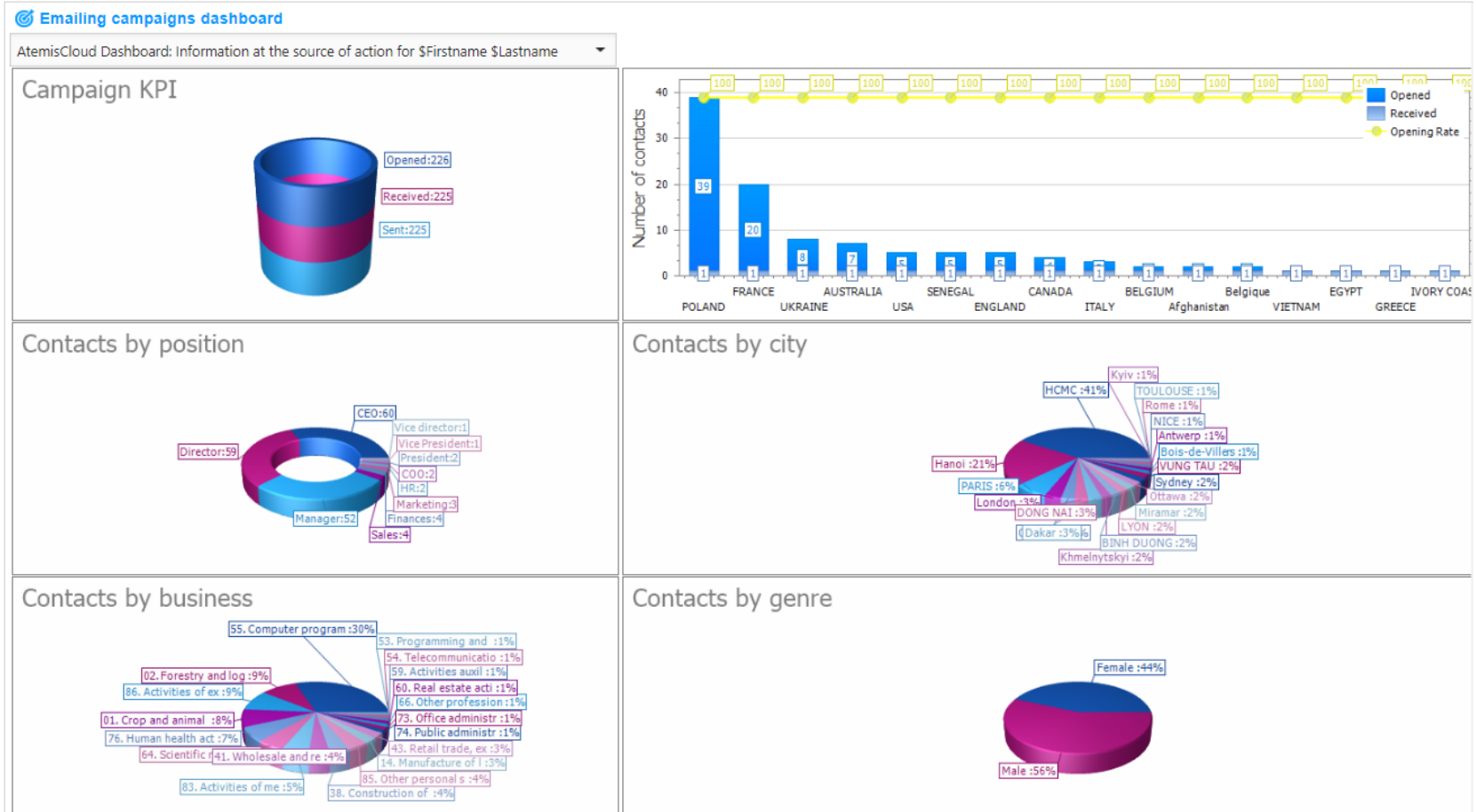
Type	Record Count
Contact	394
Contact	33
Contact	7
Contact	17
Contact	30
Employee	24
Employee	59

# List of mailing / Newsletter



The screenshot displays the 'Mailing List' software interface. On the left, a sidebar shows a list of mailing campaigns with columns for 'Number', 'Date', and 'Type'. The main area is dominated by a 'Send Email' dialog box. At the top of the dialog, the email address 'bbarrier@atemisnet.com' is entered, and the 'Segments' radio button is selected. Below this is a search bar with the placeholder text 'Enter text to filter...'. A list of segments is shown, with 'Students | Binh le [33]' selected. The subject line is 'Newsletter; 2/18/2018 10:01:00 AM; \$Lastname \$Firstname, spare hours in'. The body text is '\$Lastname \$Firstname, How to improve language skills?'. A rich text editor is visible with a toolbar containing icons for undo, redo, bold, italic, underline, strikethrough, bulleted list, numbered list, link, unlink, image, and table. The font is set to 'Arial' and the font size is '(Font Size)'. A preview window shows a blue header with the text 'To see this email correctly, click here.' and the Atemis logo, followed by a photograph of two business people shaking hands. At the bottom of the dialog, there are tabs for 'Design', 'HTML', and 'Preview', and 'Send' and 'Cancel' buttons.

# Emailing campaigns dashboard



# Website logs



**B. Barrier**

- Dashboard
- Messages
- Calendar
- CRM
- Marketing
- Administration
- Projects
- Finances
- Human Resources
- Settings
- Logout

## Website Logs

**62 / 223**  
Distinct Countries

**173,164**  
All Visitors

Pages viewed

Country	Connection	%	↓
United States	7,891	30.63%	
Vietnam	6,709	26.05%	
China	2,511	9.75%	
France	1,496	5.81%	
Singapore	1,201	4.66%	
Republic of Korea	901	3.50%	
Russia	653	2.54%	
Germany	554	2.15%	

139.99.9.38      216.244.66.245

3K



Atemis

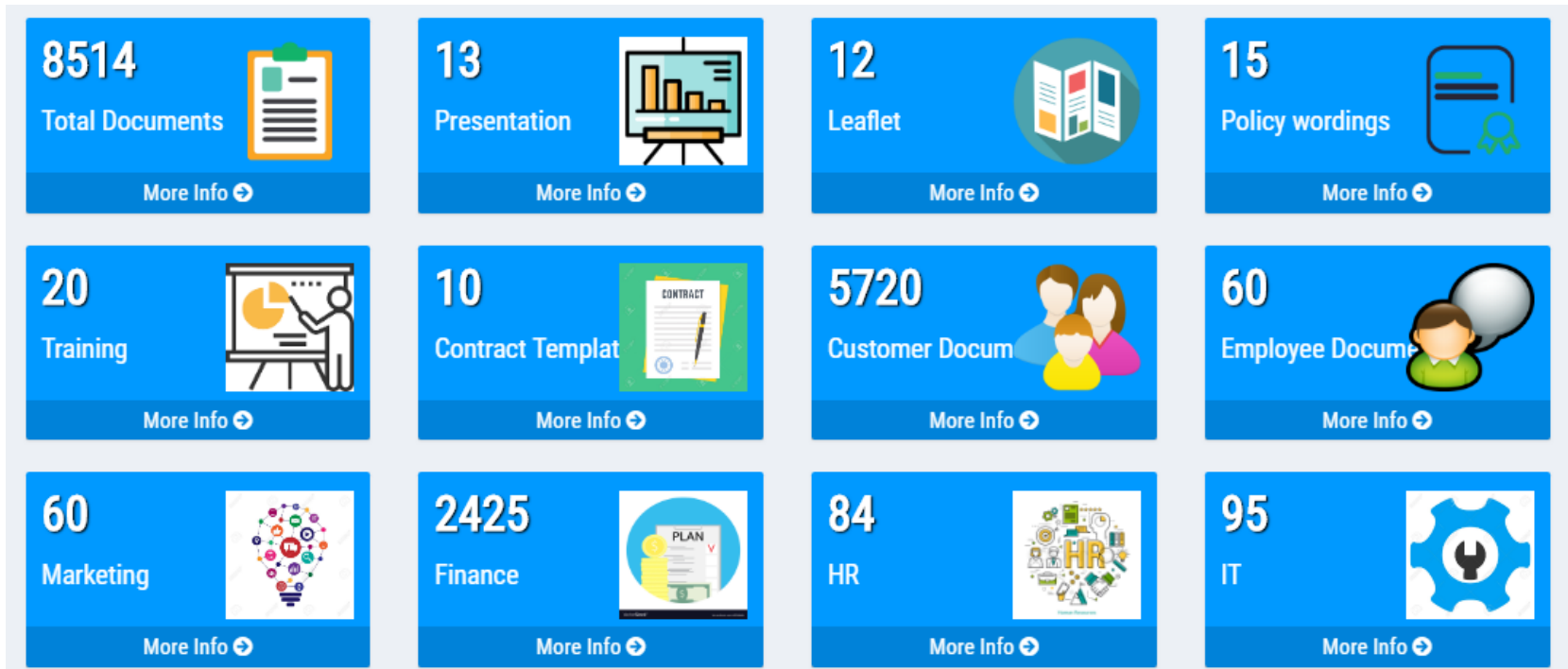
Administration features



# Documents Dashboard



## Documents Dashboard





# Search documents



**Search documents**

Filter

File Name:  Category:

Content:  Security:

Title:  Department:

Keywords:

Classic

#	File Name	Title	Summary	Author	Created	Modified	Size (KB)
<input type="checkbox"/>	Control of media.docx	Control of media		J. Bond	4/20/2017	4/20/2017	15
<input type="checkbox"/>	Corruption and political violence.docx	Corruption and political violence		J. Bond	4/20/2017	4/20/2017	37
<input type="checkbox"/>	Political_Career.docx	Political_Career		J. Bond	4/20/2017	4/20/2017	29
<input type="checkbox"/>	Livable Déploiement de la solution Cloud ERP.docx			F. FALL	6/6/2012	6/6/2012	0
<input type="checkbox"/>	Livable Déploiement de la solution Cloud ERP.docx			F. FALL	6/6/2012	6/6/2012	0
<input type="checkbox"/>	Bon de commande REF123.docx	Bon de commande REF123		F. FALL	6/5/2012	6/5/2012	9
<input type="checkbox"/>	Bugs for Yur2.docx	1		A. Admin	8/4/2011	8/4/2011	536
<input type="checkbox"/>	презентация.docx	presentation		A. Admin	7/29/2011	7/29/2011	16
<input type="checkbox"/>	Bugs.docx	2011		A. Admin	7/28/2011	7/28/2011	1143
<input type="checkbox"/>	Bugs.docx	List of mistakes		A. Admin	7/28/2011	7/28/2011	1143
<input type="checkbox"/>	Administration.Procedure.docx	123	presentation	A. Admin	7/28/2011	7/28/2011	289

# Workflow logs / Access Requests



**Workflow logs**

Workflow entities:  Workflow actions:

Field	Date	Time	Recipient	Step	Message
14	08.04.2017	15:03	voleksyshyn@atemisnet.com	1	Access request to the project <b>AAG</b> From: <b>Sheldon Cooper</b>
13	02.04.2017	09:13	rdenyasiuk@atemisnet.com	1	Access request to the project <b>ERP 2015</b> From: <b>Sheldon Cooper</b>
12	29.08.2016	08:43	sales@atemiscloud.com	1	Access request to the project From: <b>Arthur TemisCloud</b>
11	25.11.2015	17:20	voleksyshyn@atemisnet.com	1	Access request to the project <b>AAG</b> From: <b>Patrick Omnes</b>
10	13.10.2015	08:02	ceo@atemisnet.com	3	Access request to the company <b>AAA Insurance Company</b> From: <b>TestName TestSurName</b>
9	18.09.2015	16:03	bbarrier@atemisnet.com	2	Manager <b>Roman Denysiuk</b> allowed access to the project <b>Attestation services</b> for <b>Admin Admin</b>
9	18.09.2015	15:27	rdenyasiuk@atemisnet.com	1	Access request to the project <b>Attestation services</b> From: <b>Admin Admin</b>
8	03.04.2015	12:37	rdenyasiuk@atemisnet.com	2	Manager <b>Admin Admin</b> allowed access to the project <b>Acquisition ATEMIS Cloud USA</b> for <b>Roman Denysiuk</b>
7	03.04.2015	12:37	rdenyasiuk@atemisnet.com	2	Manager <b>Admin Admin</b> allowed access to the project <b>Bank trading solution</b> for <b>Roman Denysiuk</b>
8	03.04.2015	11:27	bbarrier@atemisnet.com	1	Access request to the project <b>Acquisition ATEMIS Cloud USA</b> From: <b>Roman Denysiuk</b>
7	03.04.2015	11:27	bbarrier@atemisnet.com	1	Access request to the project <b>Bank trading solution</b>

# Access request mail



**Employee:** Nguyen Dinh Thien Hung  
**Created date:** 27/12/2018 04:49:29

**Access request to the document:** AAG  
**Details:** I need access to this project to know the information of customer. Please accept me.

ACCEPT

REFUSE

---

Click [here](#) for more details

[Review](#)

---



Atemis

RECRUITING

EMPLOYMENT

HUMAN RESOURCES

CAREER

STAFF

MANAGEMENT

HR features

# Employee list



## Employees list

Enter text to search...



Last Name: Ali      First Name: Trần  
Position: VP Sales  
City: HCMC      Country: VIETNAM



Last Name: Ân Thị Thiên      First Name: Nhi  
Position: Business Development Manager  
City: Hanoi      Country: VIETNAM



Last Name: Anne      First Name: Pape  
Position: VP Finances  
City: Dakar      Country: SENEGAL



Last Name: Apăteanu      First Name: Ștefan-Adrian  
Position: CEO  
City: Dakar      Country: SENEGAL



Last Name: AV      First Name: BSF  
Position: Business Development Manager



Last Name: BELEMBAOGO      First Name: Guenole  
Position: DSI



Last Name: Benoliel      First Name: Micha



Last Name: BERVYNENKO      First Name: Vitaliy  
Position: VP Marketing  
City: Dakar      Country: SENEGAL

# Organization Chart

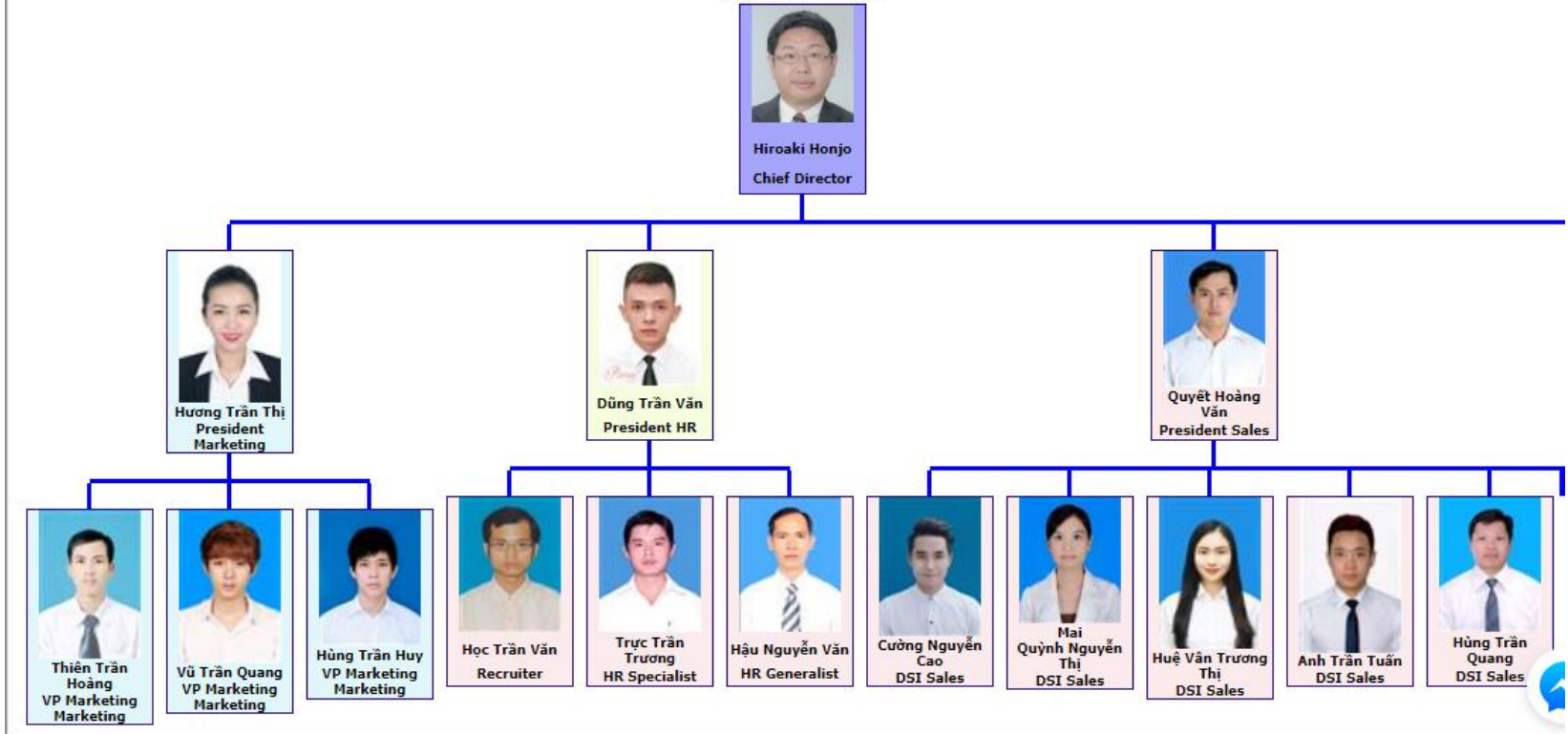


Organigram

Settings

Number Of Levels: 3 Details:  Pictures:

Organisation Chart



# Employee Details



## Employee Details: Trần Thị Mai Vân

Details Additional Skills Job Description Projects Activity Appraisal Report Reports Limited Files

SurName Name Patronymic Vân Trần Thị Mai

Position Sales

Department Sales

Profile Sales

Manager Admin Admin

PIN 2653

Address 4 Nguyễn Thị Minh Khai, P. Đa Kao, Q.3 ,  
TPHCM

ZIP 2653

City HCMC

Country VIETNAM

Tel1 0917978484

Tel2 0917978484

E-mail [vantran@atemiscloud.com](mailto:vantran@atemiscloud.com)

E-mail [vantran@atemiscloud.com](mailto:vantran@atemiscloud.com)

Language Vietnamese

BirthDate 1/17/1995

Salary 300,00

Hourly Rate 17,00

Contract Begin 1/13/2019

Contract End

Dismissed



# Employee's skills



## My employee's data



Details Additional Skills Job Description Projects Activity Reports Files

### Communication

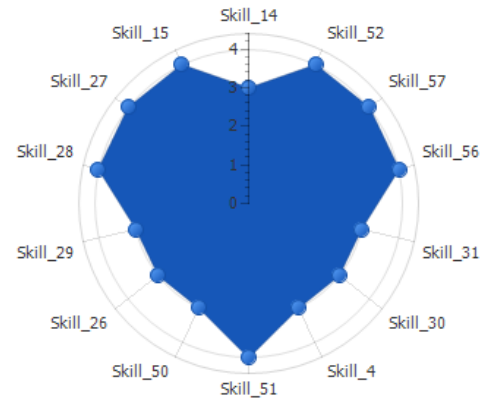
Communicate with team	Good
Staff	Excellent
Customer	Excellent
Boss	Excellent
Parent	Good

### Presentation

Slideshow preparing	Good
Presenting	Good
Body language	Excellent
Motivate	Excellent

### Staff management

Scheduling	Bon
Motivate	Bon
Staff relationship	Bon
Engagement	Excellent
Problem solving	Excellent



Series



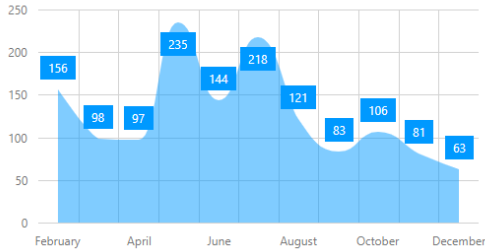
# Employee Analysis



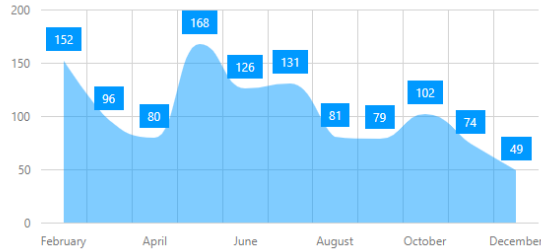
## Employee Details: Jasmine Nguyen

Details Additional Analysis Contracts Activity Projects Files Job Description Skills Reports

### Companies Contacted



### Companies Called By Month



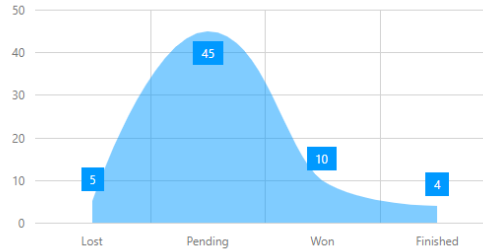
### Contacts

Indicator	Value
Nb reports	3117
Distinct companies contacted	808
Companies emailed	443
Companies called	674
Companies met	5

### Sales Made

Project	Amount
Dotienich.vn CRM+EMAILING	360
CÔNG TY TNHH KỸ THUẬT AN CƯỜNG THỊNH - ACTES Full pack	150
Công Ty Cổ Phần Đông Tây Land Sales Pack	90
Count=4	Sum=2,490

### Project Status



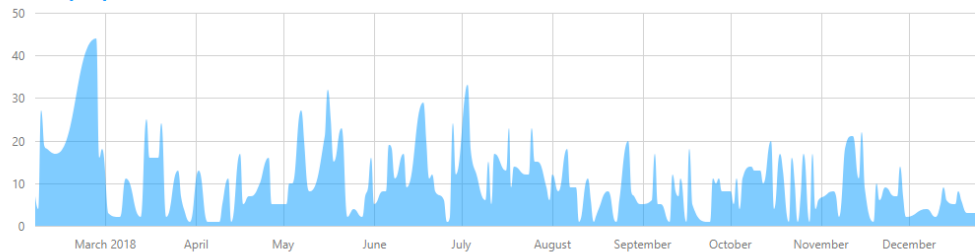
### Actions Over the Last Year

Designation	Value
Companies created	367
Companies modified	840
Opportunities manager	64
Opportunities won	10

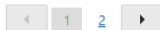
### Payroll summary

Month	Year	Hours	Salary
12-Dec	2018	41	70
11-Nov	2018	106	180
10-Oct	2018	105	179
09-Sep	2018	84	143
11		1,173	1,996

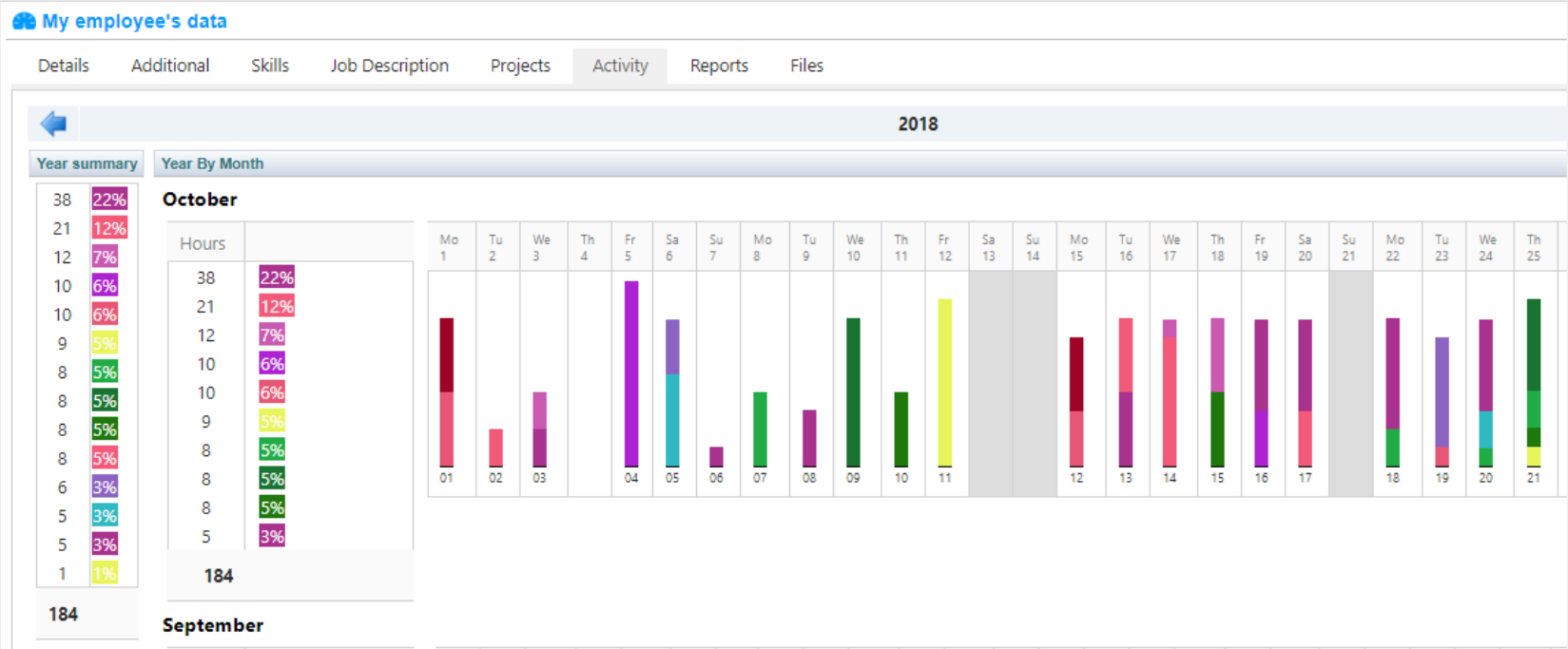
### Calls By Day



Page 1 of 2 (11 items)



# Employee Working Hours



# Holiday requests



**Request New Holiday**

Month: **December** Year: **2018** Department: **Sales**

Leave exams ■ Maternity leave ■ Paternity leave ■ Sabbatical leave ■ Unavailability of 1 year ■ Annual leave ■ Entrepreneurship leave ■  
 Validated V Not Validated N Rejected R

Employee / Days	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
Aliev Ivan																																
Hoàng Văn Quyết																																
Le Thi Thanh Binh																																
Nguyễn Cao Cường																																
Nguyễn Thị Mai Quỳnh																																
Nguyễn Văn Hậu																																
Nguyễn Văn Tài																																
Trần Quang Hùng																																
Trần Trương Trực																																
Trần Tuấn Anh																																
Trần Văn Học																																
Trần Văn Quân																																
Trương Thị Huệ Vân																																

# Payroll calculator



GROSS-NET SALARY CALCULATOR

Hoàng Văn Quý

English
Tiếng Việt

Send Email

GROSS To NET

NET To GROSS

GROSS Income (VND)

Exchange Rate (1USD = VND)

Working Region

... Vùng 1 ...

\* Applied from 01/01/2016

Pay Insurance On

Full - Max: 20 x Base Min. S:

\*\* Base Min. Salary (VND)

\*\* Applied from 01/05/2016

Input Currency

VND
USD

\* Region Min. Salary (VND)

Salary for Insurance (VND)

Number of Dependants

SALARY DETAILS AND DEDUCTIONS

DESCRIPTION	AMOUNT (VND)
GROSS Salary	20,000,000
Social Insurance (8%)	1,600,000
Health Insurance (1.5%)	300,000
Unemployment Insurance (1% of Region Minimum Wage)	200,000
<b>Income Before Tax</b>	<b>17,900,000</b>
Reduction for Yourself	9,000,000
Reduction for Dependants	N/A
<b>Taxable Income</b>	<b>8,900,000</b>
Personal Income Tax	640,000
<b>NET Take-home Salary</b>	<b>17,260,000</b>

COMPANY PAYMENTS

DESCRIPTION	AMOUNT (VND)
GROSS Salary	20,000,000
Social Insurance (18%)	3,600,000
Health Insurance (3%)	600,000
Unemployment Insurance (1% of Region Minimum Wage)	200,000
<b>Total</b>	<b>24,400,000</b>

PERSONAL INCOME TAX

TAX RATE	AMOUNT (VND)
5% - Upto 5 Mil.	250,000
10% - From 5 Mil. to 10 Mil.	390,000
15% - From 10 Mil. to 18 Mil.	0
20% - From 18 Mil. to 32 Mil.	0

# Payslip



## PAYROLL STATEMENT FOR FEBRUARY 2019



**AtemisCloud VietNam**

4 Nguyễn Thị Minh Khai

D.1, HCMC, VietNam

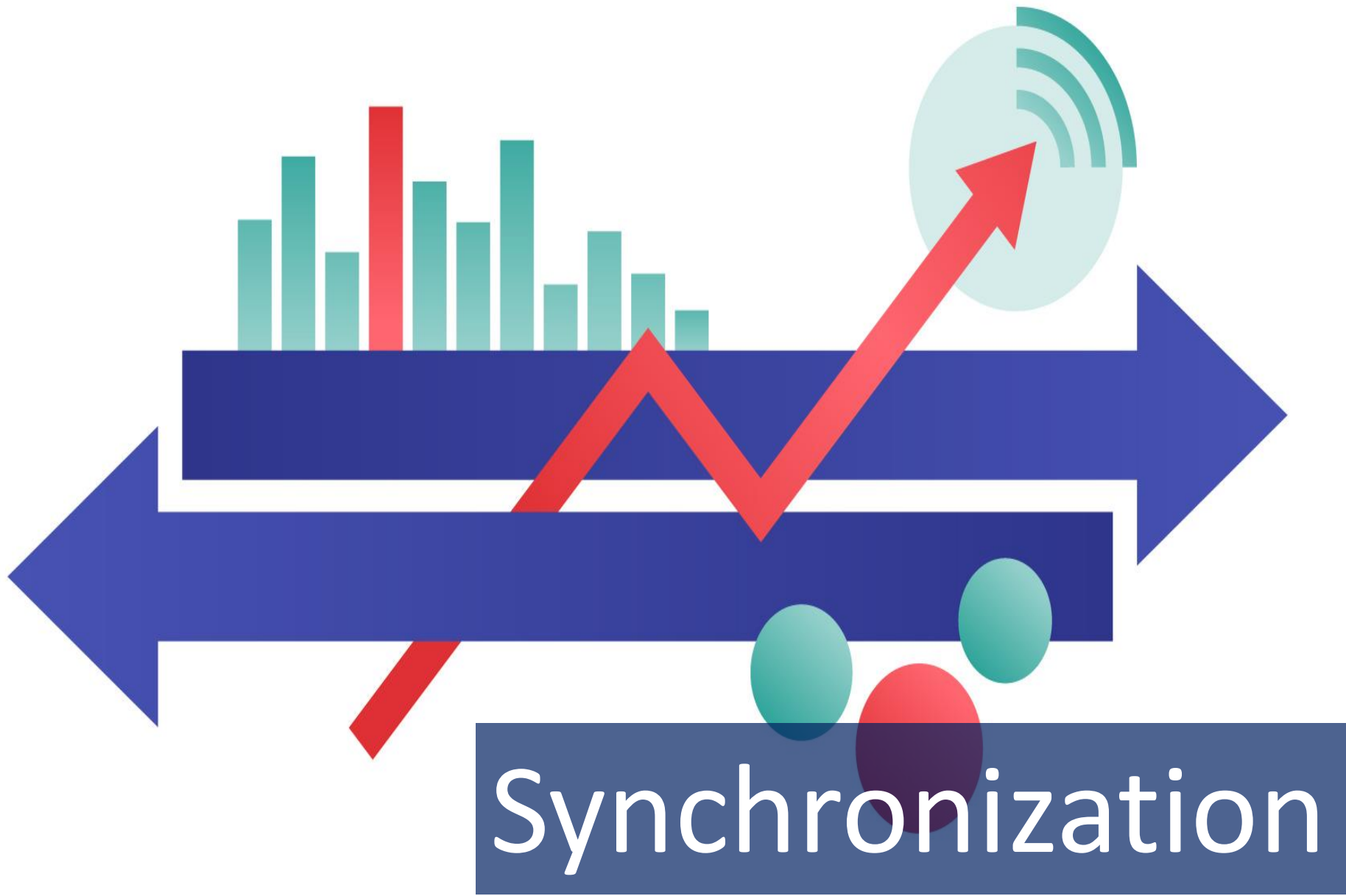
[inguyen@atemiscloud.com](mailto:inguyen@atemiscloud.com)

0123456789

Employee First Name	Admin		PAY AND HOURS		HOURS	PAYMENT
Employee Last Name	Admin		Regular Hours		155.00	15,500,000 ₫
Position	Business Development Manager		Overtime Hours		20.00	2,000,000 ₫
Pay Begin Date	2/1/2019		9:00:00	Holiday Hours	0.00	- ₫
Pay End Date	28/1/2019		18:00:00	Vacation Hours	0.00	- ₫
Calculation Date	1/3/2019		14:30:50	Sick Time Hours	0.00	- ₫

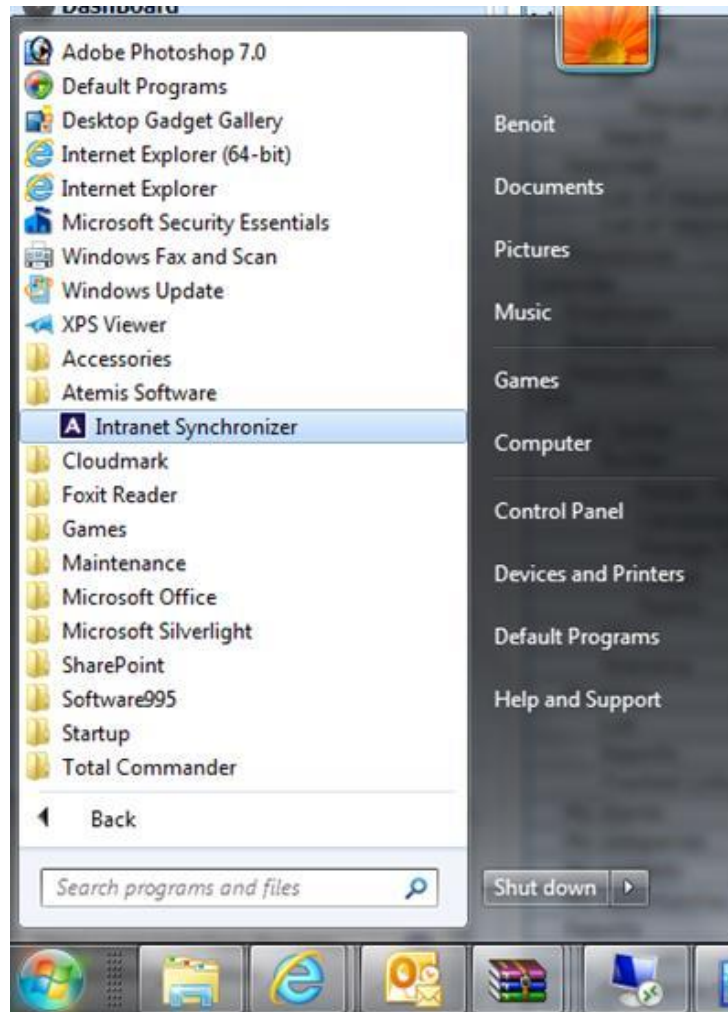
GROSS		PRE-TAX WITHHOLDINGS		
Sales	1,000,000 ₫	For Employee	HCMC	9,000,000 ₫
Prime	1,500,000 ₫	For Dependents	1 Person	3,600,000 ₫
Gross Salary	20,000,000 ₫	Total		12,600,000 ₫

INSURANCE			SALARY		
Social	8.00%	1,600,000 ₫	Taxable Income		5,300,000 ₫
Health	1.50%	300,000 ₫	Income Tax	Level 2	280,000 ₫
Unemployment	1.00%	200,000 ₫	Salary		17,620,000 ₫
Total	10.50%	2,100,000 ₫	Notes		



Synchronization

# Outlook synchronization



# Make a call immediately from solution



## VOIP

Call  
Hung Up  
Record

1 2 3  
4 5 6  
7 8 9  
\* 0 #

Email Hold  
Pause Rec Out  
Resume WMI  
Listen Transfer  
Whisper UnHold

Settings for sip accounts

Display Name  
User Name **bbarrier@atemisnet.com**  
Domain  
Proxy  
Autorization  
Password **.....**

Settings for sip phone

Stun. Server  
Online



## Import individuals

### Import individuals


Step 1/3 : Import data from Excel

Import process

1. [Download](#) the template file.
2. Fill up the file with the data to be loaded into the crm companies/individuals database.

*The import process needs to keep its own structure to work correctly. Please keep the headers and the columns as they are, event if they are not used. The details about type of data required are include in the columns' header of the template.*


3. Create, copy and rename your file or tab file as you want (with no cyrillic characters) and import it by the 'add new' button.
4. Once it is uploaded, select your file in the list box.
5. Please select the default country and the default manager.

File  

Default country

Default manager

### Import clients and contacts

File   Template: 

Default Country

Default Manager

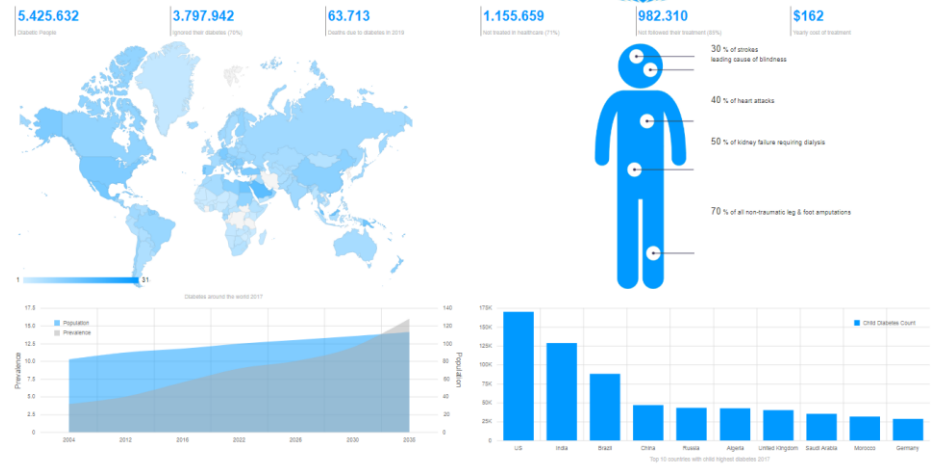
Associate all employes to companies teams (if not, only a manager will be associated)

## Import clients and contacts

# PUBLIC DASHBOARDS

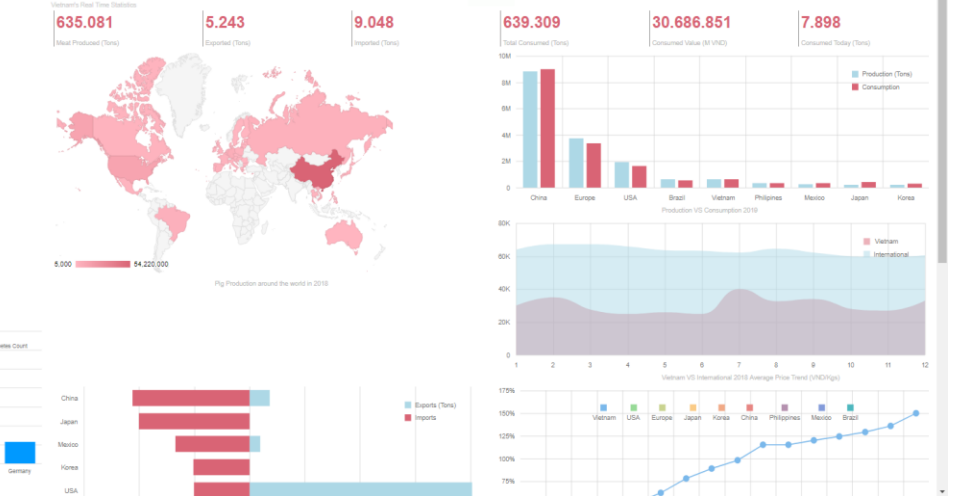


## Worldwide Diabetes



## Worldwide Diabetes

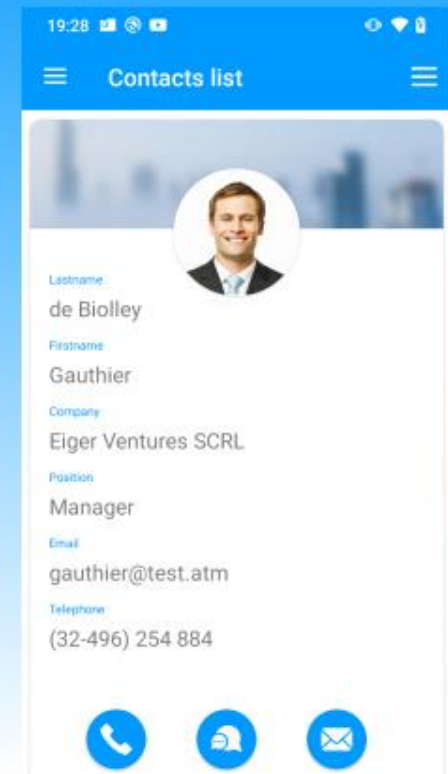
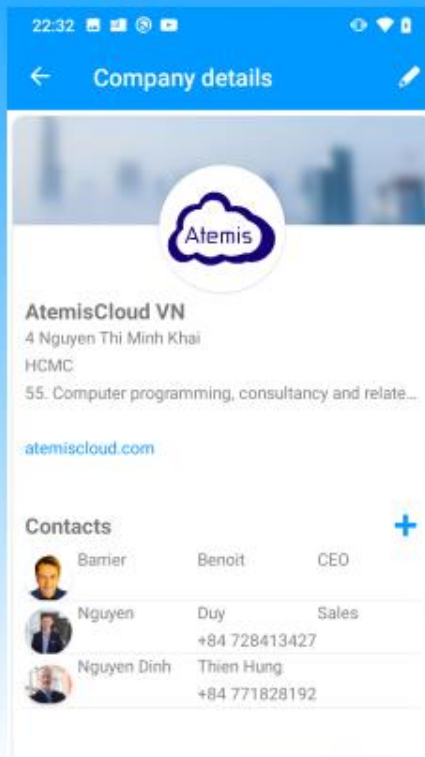
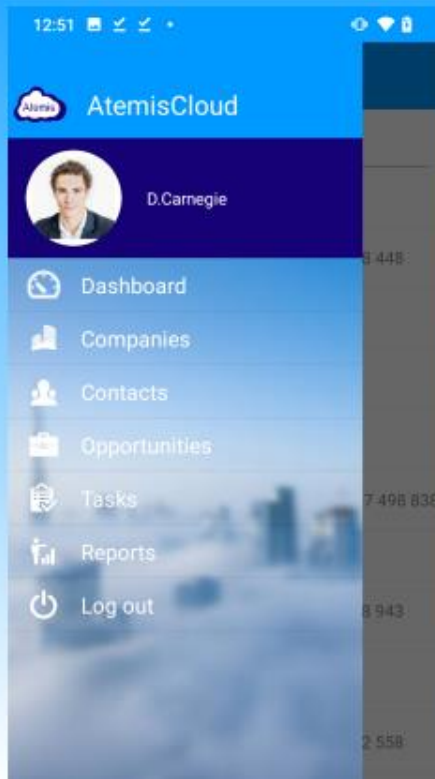
## 2019 The year of the Pig



## Pig Dashboard

# Version mobile

A complete CRM in your hand. Save time, save money and enjoy.



This Android / IOS application was developed on C# Xamarin. It allows the offline mode with embarked database such as SQLite.NET

# Others information

Get more about the AtemisCloud



[Demonstration on line](#)



[Sales dashboard](#)

Get your own



[AtemisCloud Channel & Blog](#)

A blue cloud-shaped logo containing the word "Atemis" in white text.

Atemis



[www.atemisccloud.com](http://www.atemisccloud.com)