ENGAGE

Supercharge your sales

SUPERCHARGE YOUR SALES

Love2shop's dynamic, multi-layered incentive platform will empower you to drive sales, enthuse people and change behaviours. With our SaaS solutions you will increase sales through your direct employees and trade channel partners.

SYSTEM
FEATURES

The market-leading features of our platform deliver genuine bottom line impact to any business.

Reward points to participants who sell specific items, achieve set targets or complete online training. Offer partners reward points in recognition of a great in-store experience and allow individuals to redeem their points for gift cards, experiences, travel and merchandise.

Whatever your requirement, you can incentivise performance with our feature-rich reward programme.

Exceed your business development goals

Boost performance and increase productivity

Build brand advocacy and awareness

Consolidate and realign multiple incentives online

Improve product knowledge

Incentive programmes are a sure fire way to accelerate sales growth for your business.

They can target a range of audiences from internal sales teams to channel partners, where brands rely heavily on a distribution network to sell product to consumers.

Whether you are designing a programme to target disengaged third parties or your elite sales teams, each programme can be customised to your needs, creating personalised experiences for every participant.

Points Engine
Reward customers for purchasing product in-store or online by issuing loyalty points based on point allocation rules.

Reward Stores
Reward participants in a programme where points earned can be used to redeem gift cards, experiences and product from a store.

Branding
The programme is designed to include your corporate branding or themed to suit a promotion, product or service.

Sales Claims
Give sales teams a simple and intuitive form to upload sales claims, all supported by an approval workflow.

eLearning
Improve product knowledge and experiences at point of purchase through structured training programmes.

Sales KPIs
Set up any number of KPIs from percentage growth to explicit sales targets that individuals and teams can track progress towards.

ENHANCED
FUNCTIONALITY

Expand your capabilities far beyond what you thought possible, with enhanced functionality embedded within your new sales incentive programme from day one.
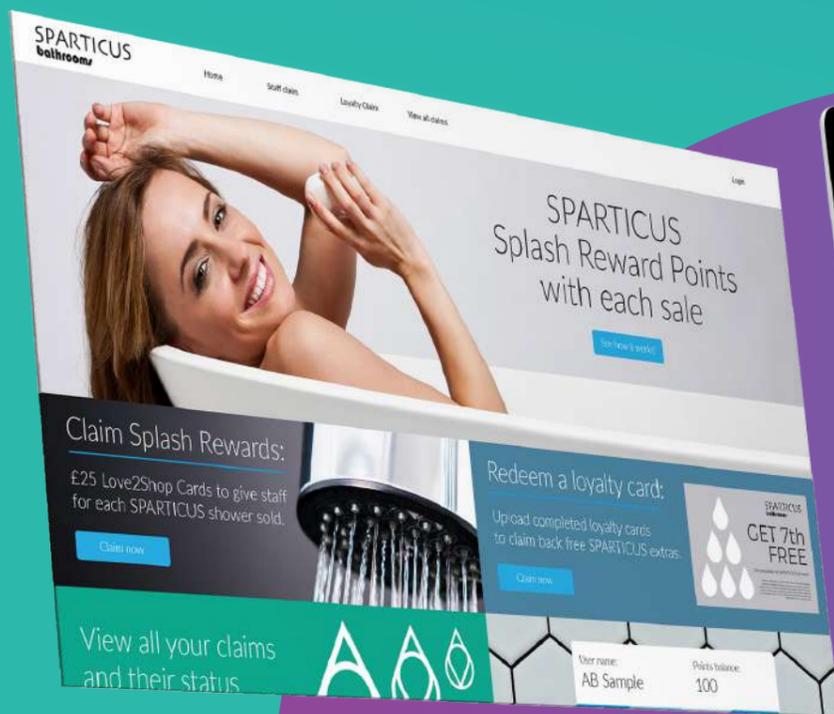
Sales Claim Tagging
Upload pre-approved sales that can be tagged and claimed by sales teams within an organisation.

Dynamic Content
Alter content in web pages and email templates based on data attributes. Create custom web pages displayed to different user profiles. Segment customers into groups and tags and dynamically display different content.

Referrals
Create advocacy with customers where referral forms can be completed and tracked to conversion.

Surveys
Dive deeper and better understand customer sentiment with surveys.

Content Experiments
Within a web page or email template containers are used to structure the layout and content. Using our framework, administrators can test how a web page or segment of content performs in optimizing a specific goal.

Blogs
Blogs are a great way to share structured content with your channel partners and update them on the latest industry news.

Calendars
Keep your channel partners up to date with the latest events that include event sign up workflows and event reminders.

Resources
Easily share resources from PDFs to Excel files that participants can download to their computer or mobile device.

Consumer Claims
Drop in claim forms that allow customers to claim rebates after purchase where each claim is tracked through an approval workflow.

Journeys
Create customer journeys that automate engagement, from sending emails to e-coupons and more. Experiments that can split test journeys and send customers down varying paths.

Multi-lingual
For those who need to support different languages, our content assets can be created for each language then dynamically rendered in a single website or email template.

POWERFUL
INTEGRATIONS

We give our clients the tools they need to connect even the most complex data flows with ease.

Our Engagement Integration Suite (EIS) connects people, processes, data, and devices worldwide, while supporting a wide variety of integration approaches.

We simplify integration with external systems and data sources, by implementing email and web endpoints that can send and receive, then transform files and data, covering a multitude of scenarios across heterogeneous and hybrid landscapes.

- **Write custom code handlings using server-side JavaScript**
- **Fetch/receive files from FTP, SFTP, HTTP, HTTPS and email**
- **Use pipeline processing to create integration steps, from reading a file to processing rows and inserting data**
- **Process pre-paid card tops automatically**

Integrate your ERP, POS, HRIS or CRM system via an API. Access systems through SSO or mobile apps, or build a bespoke process to reflect your business.

Out of the box reporting
Reports that are accessible in any customer account and provides insights across range of customer activities.

Data Integration
Avoid manual work and uploading sales files by automating the importing of sales data using our powerful integration framework.

Query builder
A tool to filter database objects, and create relationships between objects. These can be saved then used in graphical reporting dashboard.

Custom reporting framework
Developers can build their own custom reports that reside in the admin console or through external portals.
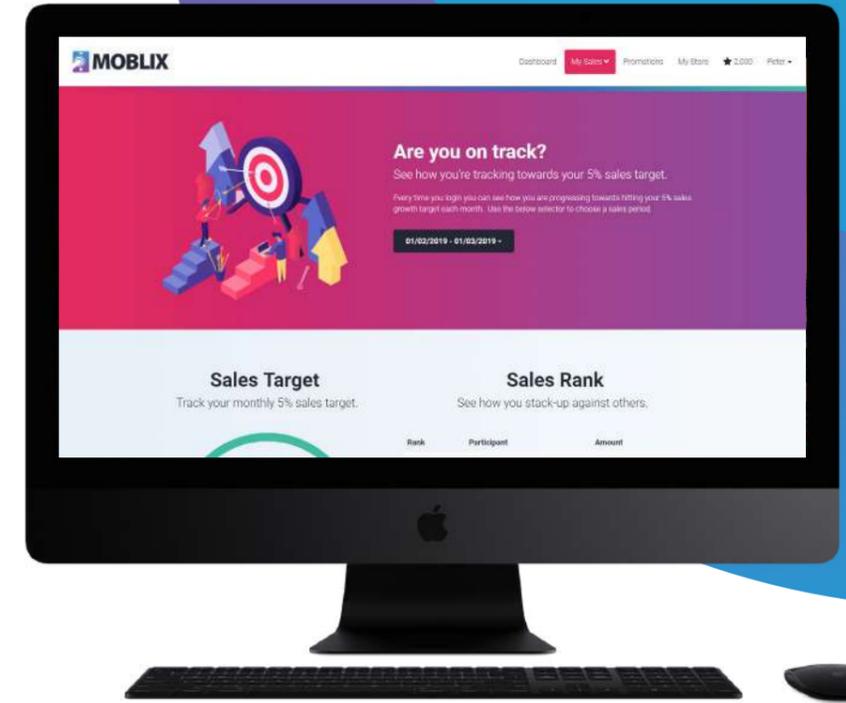
Dashboard builder
Using our editor, non-technical users can drag and drop reporting components into web pages to build reporting dashboards

Social listening
A tool to harvest customer interactions from social networks like Facebook and LinkedIn.

BIG DATA
MADE SIMPLE

Delve deep into the vast pool of data available through your incentive platform to open up a world of possibilities.

We can centralise your data, capturing behavioural and transactional interactions in real-time. Form a single unique view of your customer and their habits, from purchasing a product online to opening an email. This data can then be exposed across a range of tools to monitor the use and measure the success of digital experience initiatives. Outputs are displayed via an easy to use, intuitive reports section.
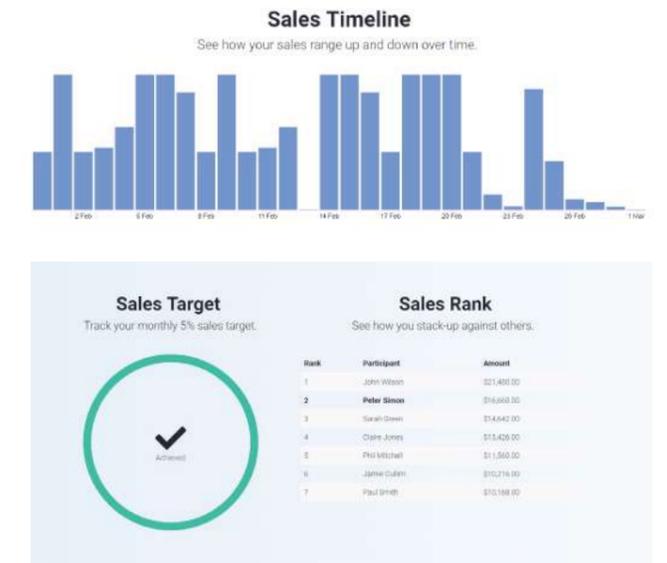
We also offer cutting-edge reporting that harnesses the power of Microsoft's Power BI application, allowing you to manage and share reports with a wider audience.

Centralise your data and maximise insight into customer behaviours. This will allow you to properly manage budgets, track spend and analyse valuable information, gathering insight into your audience habits.

ENGAGE

Go beyond a short-term tactical sales incentive and create long-term strategic transformation by implementing an ongoing programme that educates, enthuses and improves sales performance across your sales channels.

FOR MORE DETAILS

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LOVE2SHOP
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