CAVALLO®

EXECUTION PRODUCT FAMILY

On-prem and cloud solutions to boost operational flexibility, power, and control.

What is Execution?

Cavallo's Execution product family comprises features, modules, and integrations designed and tested by distributors to make daily tasks more efficient thanks to reliable data collection and reporting. Users can choose between two main Execution products, Cavallo SalesPad® and Distribution Cloud.

CAVALLO SALESPAD®

This on-premises product packs the functionality of our foundational distribution software, SalesPad. Get full control over your operations, from sales and customer service to inventory tracking and management. Realize new efficiencies thanks to automation rules that ensure 100% order accuracy.

Additional Cavallo SalesPad modules:

- Counter Sales: Easily capture over-the-counter sales, in-person, offsite, or online

- Credit Card Processing: Extend your selling capabilities with EMV, card-not-present, and cash receipt payment options

- CRM: Transition smoothly from scoping a lead to closing a sale without switching software

- Customer Portal: Customers can leverage this B2B sales portal to order their own products

- EDI: Streamline information exchange with software integrations

- Inventory Manager: Order accurately every time with warehousing barcode capture

- Pricing: Empower your team to modify and customize product prices

- Purchasing: Save money on safety stock and make informed inventory purchasing decisions

- Returns Tracker: Ensure customer issues are followed through from start to finish

- Workflow and Profit Manager: Radically expand gross margin by managing order-level pricing and profitability at scale

DISTRIBUTION CLOUD

This cloud-based product integrates the financial power of Microsoft Business Central with best-in-class selling and customer management tools, designed to deliver faster resolutions and personalized service that gives your business a competitive edge in customer satisfaction.

Distribution Cloud functionality:

- CRM and order management: Empower sales teams to deliver personalized customer service

- Margin management: Determine profits on a per-order basis and categorize customers

- Total order visibility: Quickly locate stock levels, item locations, and complete customer history

- Customizable workflow: Eliminate picking errors and increase efficiency with process mapping timelines and strategically placed automation

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