

SALESPAD®

Distributor-designed tools to transform operational efficiency

What is Cavallo SalesPad®?

Cavallo SalesPad® makes distribution processes fast and simple. Its on-prem distribution features integrate with your ERP system to streamline complicated manual processes, accelerate productivity and revenue levels, and unite your business-wide operations into a singular information hub for reliable data reporting. Shave hours off your operational tasks with a customer-to-cash software designed to make every job role more efficient.

What does it look like in action?

Cavallo SalesPad is designed to optimize every stage of your customer-to-cash cycle.

Sales and Customer Relationship Management

- Leverage efficiency-boosting sales tools like quick historical data lookup, streamlined order and invoice creation, and easy returns processing. Manage omnichannel sales from one screen, and raise your sales game with EDI that connects to integrations with best-in-class ecommerce solutions like Shopify and Magento.
- Modules: Customer and Order Manager, Cavallo CRM, Counter Sales, Credit Card Processing, Returns Tracker

Order Processing and Warehouse Workflows

- Design your ideal workflow to run your picking, packing, and shipping operations like clockwork — all united by automated tasks and stopgaps that ensure you'll never mispick or oversell again.
- Modules: Workflow and Profit Manager, Inventory Manager

Restocking and Inventory Planning

- With best-in-class visibility over your inventory levels and demand trends, raise your reordering strategy to new heights
- Modules: Pricing, Purchasing, NETSTOCK integration

Tracking Shipments

- Enter a new era of shipping automation, including everything from automatic label generation to delivery confirmation. Maintain 20/20 vision over your orders by optimizing driving routes and tracking shipments from the office, on the road, or while working from home
- Modules: Cavallo Shipping, FedEx Ship Manager Connector, UPS Worldship Connector, Pacey Integration

Invoicing & Payment Collection

- Easily consolidate all payment-processing methods into one central location. You'll never struggle to track down AR information again, or worry about redundant data entry and lengthy invoice generation time

Reporting & Insights

- Realize the reporting flexibility you always wanted, from a comprehensive dashboard report to detailed customizable views. Track trends in demand and access historical data at the drop of a hat

Who can benefit from Cavallo SalesPad?

We cater to everyone from medium-size to enterprise-level product-centric businesses across an array of industries. Cavallo SalesPad is designed to support your entire distribution process, so company leaders, sales personnel, IT and operations managers, and finance gurus alike can get great mileage from our solution.

Our promise

Distribution is in our DNA. Back in 2003, a small business owner and a software developer decided they were tired of operating a business via scattered worksheets. They wanted a cleaner interface that provided customizable workflows, automation capabilities, and overall ease of use — and that's how Cavallo was born. Our solution was designed for distributors by distributors, and we've carried that intimate knowledge of this industry with us since the very beginning.

