

Remote Salesperson PDA

for Sage MAS 90 and MAS 200 ERP

v4.1

“On-the-Go” Solution For Your “On-the-Go” Staff

In today's highly competitive business environment, a customer's perception of your company becomes the basis for your company's reputation. Providing exceptional levels of customer service can be the difference between an ordinary company and one that dominates their industry.

| Sales Order Entry | | |
|---|----------|-------|
| Header | Lines | Total |
| Date | 4/12/04 | |
| Type | ▼ Order | |
| Customer No | 00-ABERT | |
| Contact Code | C ABERT | |
| Ship Date | 4/12/04 | |
| Ship Via | C.O.D. | |
| Ship To | | |
| PO Number | | |
| <input type="button" value="Accept"/> <input type="button" value="Delete"/> <input type="button" value="Cancel"/> | | |

The Remote Salesperson module for Sage MAS 90 and MAS 200 ERP is the tool your Sales Representatives, Delivery Route Drivers, Consultants, and Field Managers need to close a sale and serve your customers more effectively. Your team will be able to enter sales orders and quotes while on the road with their Palm OS® handheld or Pocket PC (Windows® CE) device – saving time and ensuring accuracy. They'll also be able to view customer and inventory information, edit customer and contact information, and add new customers and contacts.

Taking orders has never been so easy. Now your sales team can give accurate customer quotes because Remote Salesperson applies customer-specific pricing to all orders and quotes. Immediately after entering the order or quote the entry can be printed to a portable printer (currently Palm OS only) for verification to your customer.

By connecting salespeople who are in remote locations to your Sage MAS 90 or MAS 200 data, your company will be in a strategic position to serve your customers more quickly and more efficiently. If you have salespeople who are traveling, Remote Salesperson can be a valuable addition to your company.

Integrates with:

- Accounts Receivable (required)
- Inventory Management
- Sales Order (required)

Remote Salesperson PDA is perfect for any business that employs remote Sales Representatives, Delivery Route Drivers, Consultants, or Field Managers.

How Remote Salesperson PDA Can Work For You!

Your employees will be able to download Sage MAS 90 or 200 data from the Sage MAS 90 Account Receivable, Sage MAS 90 Inventory Management, and Sage MAS 90 Sales Order modules to their PDA devices in minutes. During a sale, remote staff will be able to automatically view availability of products to ensure there is enough to meet your client's needs, without having to be on hold with warehouse representatives waiting for the information. All changes to customer data, such as address changes or new contacts, can be downloaded from the PDA device to the Sage MAS 90 or 200 system, so your Accounting and other departments can have the latest information.

The Remote Salesperson data entry resembles the windows already available in your Accounts Receivable, Inventory Management, and Sales Order modules - no need to learn new functionality! Remote Salesperson works with numerous Palm OS and Pocket PC (Windows CE) handheld devices. Remote Salesperson PDA updates information in all the integrated Sage MAS 90 and 200 modules. No need to process accounting, inventory, and sales orders separately.

See reverse side for features and benefits

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Features and Benefits

HighTower has been a Sage Software Master Developer and publisher of SageMAS 90 and MAS 200 enhancements since 1987, and we're proud to be one of the longest standing and most experienced Master Developers in the Sage Software channel. Our enhancements truly do "enhance" your Sage MAS 90 or 200 solution, no matter what your business does. Check out what Remote Salesperson PDA can do for you!

Customizable For Your Needs!

- Determine if new customers and contacts are allowed, and if they must be approved in your Sage MAS 90 or MAS 200 software before they are posted to Accounts Receivable (AR).
- Determine if existing customers and contacts can be edited and whether these changes must be approved in your Sage MAS 90 or 200 software before they are posted to AR.
- Determine if sales orders are allowed in the Palm OS or Pocket PC (Windows CE) device, and whether these orders must be approved before they are posted to Sales Order.
- Determine if miscellaneous charge codes can be downloaded to the Palm OS or Pocket PC (Windows CE) device.

Better Server Your Customers

- Enter sales orders and quotes while on site with your client. These orders will stay in your Palm OS or Pocket PC (Windows CE) device until you synchronize with your desktop computer.
- Pricing for inventory items stored in Remote Salesperson reflect prices from Inventory Management and Accounts Receivable. The customer-specific pricing in your Sage MAS 90 or 200 software applies to all orders and quotes in Remote Salesperson.
- Remote Salesperson lets your sales team edit customer and contact information while on the road. They can edit virtually every field in the device's database, and those changes will then flow into the Sage MAS 90 or 200 system, ready to be processed into the Accounts Receivable module.
- Apply special discounts for customers with the Override Price feature.
- Remote Salesperson is PalmPrint enabled - send sales orders and quotes to a portable printer via serial port or infrared communication. (PalmPrint/SCS print server is available from Stevens Creek Software.) Currently, you cannot print from a Pocket PC device.
- Check warehouse quantities for an inventory item.

Flexible and Easy-to-Use

- In your Sage MAS 90 or 200 software, choose from included reports or design your own with Crystal Reports® or any ODBC-compliant application.
- Remote Salesperson operates on any handheld running Palm OS 3.5 and above or 2002 or later Pocket PC (Windows CE) device with at least 8MB RAM, including palmOne handheld devices, Sony, Dell, and HP.

Enhance Multiple Sage MAS 90 and MAS 200 Modules

- Remote Salesperson for PDA integrates with the following Sage MAS 90 and 200 modules:
 - Accounts Receivable (required)
 - Inventory Management
 - Sales Order (required)

The Solution for You

- Remote Salesperson PDA is perfect for any business that employs remote Sales Representatives, Delivery Route Drivers, Consultants, or Field Managers.

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