ExpandIT Mobile Sales

ExpandIT Mobile Sales gives sales representatives access to relevant customer information from the ERP-system; allows them to place orders and to schedule the coming visit.

A sales visit can be scheduled centrally based on the customer location and the availability of the sales representatives.

Once scheduled the sales visit is sent to the mobile computer together with the relevant information.

On the History form open documents such as quotes, orders and invoices are displayed.

The sales representative can create one or more new orders with individual ship times and addresses.

Because of the underlying business logic the sales representative can use the same field to enter product search, barcodes and quantity, which speeds up order entry.

Multiple order lines for the same product may be compressed to one line and total order value calculated.

Once order entry is completed a signature bitmap may be obtained from the customer for later use in the back-end.

Order confirmations or invoices can be printed or sent to the customer and a next meeting can be scheduled. Once scheduled the coming meeting may be transferred to relevant calendars.

When the visit is completed the central planning is updated and the resulting order(s) are transferred to the ERP-system for invoicing.
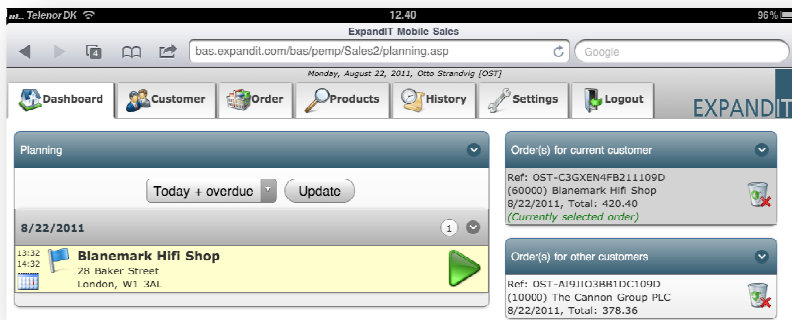
The open application code allows modifications of the functionality and creation of industry specific functionality.

Because of the tight integration with the ERP-system ExpandIT Mobile Sales gives a significant (up to 40 percent) reduction in order administration and furthermore, the sales representatives' efficiency increases up to 10 percent because more prospects may be visited.

The item and customer information is current and there are significant benefits in reducing the number of re-worked orders and the number of credit memos.

The Planning Board & Map aids sales management in creating sensible routes and the functionality may be extended with best of breed optimization tools.
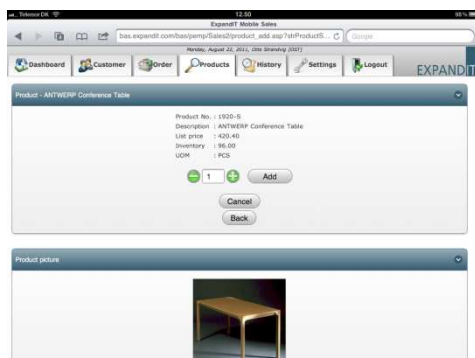
For more information please contact sales@expandit.com or visit www.expandit.com.

ExpandIT develops standard software that facilitate systems integration, modification and implementation of fully integrated, open-application mobile ERP-solutions and web-applications.