

SALES FORCE AUTOMATION

The Field Sales Automation module has been developed to automate all field sales activities from Inventory inquires, Order Entry, Invoicing and Account Management and Credit Control in a mobile, wireless environment. The application can be used to check inventory positions, generate orders and print invoices at the point of sale with the use of a Personal Digital Assistant (PDA). The software supports both Van sales and Pre Sales models with extensive order processing capabilities.

The application is designed and developed to work on a Compaq iPaq PDA running the powerful Windows Pocket PC operating system. The iPaq will be equipped with a GSM mobile device with GSM data and or GPRS for wireless data transfer and host communication.

The application is tightly coupled and integrated to work with the IMAS Inventory Management, Order Entry and Invoicing, and Accounts Receivable modules. The application is designed to operate online and in real time, interacting with the back end databases of IMAS whenever a wireless data connection is present. It is also possible to operate the application in an offline mode when there is no wireless data connection, using the local database of the application.

FEATURES

Customer Data:

- Ability to assign customers to a sales representative.
- All relevant customer information can be kept in the local database of the PDA. Client contact details, addresses and history can be stored alongside the sales ordering information, ensuring a productive, and efficient sales team.



Order Processing:

- Enter active orders, future orders, standing orders, back orders and quotes.
- Allows order taking and invoicing at the point of sale using a wireless data connection online.
- Order taking in offline mode and uploading the orders to the backend using the data synchronising options.
- Provides an easy to use single screen order entry system
- Define order templates with standard information to speed data entry. Order Templates can be created and stored for each customer.
- Route the order to the backend order processing module and generate an email order confirmation to the customer.
- Invoice printing at the point of sale.

Inquiries:

- Stock inquiry facilities provides up to date stock information to sales personnel in the field
- Inquiry facility for past orders, pending orders and order status
- Daily sales summary and outlet information
- Customer/Outlet credit details and authorisation
- Provides online inquiry facilities for customer account statements, outstanding balances and credit limits

Other Functions:

Cheque/cash collection

Administration:

Web-based Administration modules to support the user and system administration functions and reporting will be available with the host application. The application includes comprehensive system and data administration functionality.

- User Management - user privilege, security and user role management. The user and role mechanism is used here to allocate different functions to different users
- System Administration and Information Management
- Service Management
- Reporting
- Transaction Log

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