



M-Sales

REAL TIME ACCESS



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Competitive advantage for sales workforce

In nowadays market where every second counts, the need for a competitive advantage is extremely critical to success. Reputations on being able to deliver the right goods at the right time and right price have become challenges to enterprise. M-Sales is a wireless solution which integrates Mobile Office Solution (MOS) server with Enterprise Resources Planning (ERP) and Customer Relationship Management (CRM) that securely delivers corporate data to sales workforce. Field sales team with better access to corporate information would enable them to deliver a better quality service, and make them more efficient in closing sales deals. Users can wirelessly access customers' account details, pricing information and inventory balance when they are in the field, which will lead to better responsiveness to customers.

Armed with PDA, Pocket PC or Smartphone with wireless data network access and application and server provided by M-Sales, sales executives can call on their accounts with competitive edge. M-Sales extends the existing ERP and CRM systems to field staff and provides real time information that sales people depend on to close deal fast and make right decision at right time.

MOS server provides advanced security features, including encryption with 128 bits SSL encoding, user authentication and password protection. Users wirelessly connect to critical corporate data behind the corporate firewall and detailed system logs and access logs will be stored for security purpose.

Features

- ▶ Using GPRS, users can use PDA or Smart phone to check real time information such as stock balance and pricing information through MOS server.
- ▶ User friendly interface using pull down menu to select data requirement without the need to plug in data.
- ▶ Daily synchronize with ERP system for quick reference to non real time information.
- ▶ Salesman activity reports function assist sales people to prepare their daily sales report using pull down menu and upload to the server daily.
- ▶ All data transmit between PDA and M-Sales server will be encrypted with 128 bits SSL encoding.
- ▶ Web based Administration page to control mobile users' access right.
- ▶ Detailed system logs and access logs for security purpose.
- ▶ End-to-end security with user authentication

Benefits

Increase Sales Opportunities

M-Sales enable sales professionals to grasp every opportunities with the most updated stock and pricing information on hand. M-Sales allows sales people to real time access to product availability, new product details and current promotion information, helps them to improve responsiveness, minimize unfulfilled orders, deliver better quality services and ultimately, enhance customer satisfactions.

Streamline Business Process

Sales people can place order directly into ERP or CRM systems using the PDA or Smartphone, without the need to do the administrative work back at office. M-Sales helps to reduce administrative and support costs, reduce billing errors, improve

productivity and shorten the period of sales cycles.

Higher Return on Investment

M-Sales wirelessly extends enterprises' ERP or CRM systems to field workforce, without the need to change the existing IT infrastructure. M-Sales help to leverage investments and fully utilize the resources.

Better sales planning

M-Sales provides user friendly interface which help sales people to wirelessly report daily sales activities to management. Management can base on the valuable sales information to identify market trends and gain better insight into sales operations, allowing enterprise to maximise their profitability.

M-Sales support the following client database:

SQL Server, Oracle, Sybase, DB2, MSDE, MS Access, MySQL, SQL Server CE

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