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MAS 90

MAS 200

Client/Server
Client/Server for SQL Server

REMOTE SALESPERSON FUNCTIONS

Using the Palm OS handheld, you'll be able to:

- Enter sales orders and quotes.
- Inquire into inventory items.
- Add new customers and new contacts on the fly.
- Edit existing customer and contact information.
- Apply customer specific pricing.

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.

The Remote Salesperson module for MAS 90 and MAS 200 is the tool your salespeople 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 — 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 for verification to your customer.

By connecting salespeople who are in remote locations to MAS 90 or MAS 200 software, 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. If you need more information, please contact your authorized reseller or call Best directly at (800) 854-3415.

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FEATURES

Enter Sales Orders and Quotes	Enter your sales orders and quotes while on site with your client. These orders will stay in your Palm OS handheld until you sync up with your desktop computer.
Apply Customer Pricing	Pricing for inventory items stored in Remote Salesperson reflects prices from Inventory Management and Accounts Receivable. Your customer-specific pricing in MAS 90 or MAS 200 applies to all orders and quotes in Remote Salesperson.
Override Price	Remote Salesperson gives your sales people the ability to apply special discounts for their customers with the Override Price feature.
Print Receipts	Since Remote Salesperson is PalmPrint enabled, your sales team can send their sales orders and quotes to a portable printer via serial port or infrared communication. (Requires PalmPrint or SCS print server application and printer.)
Edit Customer and Contact Information	Remote Salesperson lets your sales team edit customer or contact information while on the road. They can edit virtually any field, and those changes will then flow into the MAS 90 or MAS 200 system, ready to be processed into the Accounts Receivable module.
Add New Customers and Contacts	Add new client information instantly. Once you synchronize your Palm OS handheld with your desktop computer, these new customers and contacts will be ready to be processed into Accounts Receivable.
Inquire About Inventory Items	Check on warehouse quantities for an inventory item. You'll be able to see quantities by warehouse (current as of the Palm OS handheld's last sync with your desktop computer).
Control the Flow of Information into MAS 90 or MAS 200	Choose from several options for processing information received from the Palm OS handheld. Based on global Remote Salesperson setup options, you'll be able to specify whether: • Addition of new customers and contacts is allowed, and if these additions must be approved in MAS 90 or MAS 200 before they are posted to Accounts Receivable. • Existing customers and contacts can be edited and whether these edits must be approved in MAS 90 or MAS 200 before they are posted to Accounts Receivable. • Sales orders are allowed on the Palm OS handheld, and whether these orders must be approved before they are posted to Sales Order. • Miscellaneous charge codes can be downloaded to the Palm OS handheld. These setup options can be selected for individual users once they have been enabled globally.
Reporting	Choose from included reports or design your own with Crystal Reports or any ODBC-compliant application.
Compatible Handheld Device	Remote Salesperson operates on any handheld running Palm OS 3.x and above, including Palm, Handspring Visor, IBM Workpad and others.

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