

Pocket Field Sales™

Mobile sales staff operate in a highly competitive and demanding marketplace. To maximize productivity and customer satisfaction, sales organizations increasingly depend on the advantages made possible by applications built for today's portable devices. Pocket Field Sales, our mobile sales system, is the flexible, dependable solution for managing and conveying sales orders and returns. Instead of juggling notes, files, and phones, on-the-go staff can rely on a portable, Microsoft® Windows Mobile®-based device with flexible connectivity via GPRS, CDMA, iDEN, 802.11 WLAN, cradle, or dial-up.



Mobile management

The Pocket Field Sales mobile application empowers mobile representatives and helps realize the maximum return on your wireless investment. In a competitive marketplace, a mobile system must

- Maximize sales force productivity – letting staff complete a sales call in less time
- Support customer relations – offering features that showcase efficiency and professionalism
- Increase customer satisfaction – improving turnaround and order fulfillment by filing orders and returns directly from the field
- Prevent costly delays and errors inherent with paper-based processes – automating calculations, validating order content before submission, eliminating back-office transcription.

Enterprise mobility for the remote sales force

Our customizable application gives mobile sales representatives accessible, portable reference data at their fingertips, supplying information from on-board customer and product databases. Unique lookup by UPC or description offers flexibility in retrieving item details and building orders. Other order-entry tools, including the device's bar code scanning capability, add items to orders and returns and automatically validate totals. The signature-capture feature completes the transaction. Secure login protects customer data.

Pocket Field Sales takes advantage of flexible connectivity options. Using an available wireless connection, the application can store and forward orders and request customer calls and updates for reference data automatically or at user-defined intervals. Ethernet or modem connection provides a manual option.

Our solution for your sales team

Any sales organization can enjoy the benefits of increased productivity, fewer manual and paper-based processes, and increased customer and employee satisfaction. Pocket Field Sales can be customized to suit your business and staff requirements, including product lines and order format.

Learn more at www.invisionsoft.com.

Pocket Field Sales™

Our mobile application manages sales calls and streamlines order and inventory tasks.

Advantages

- Protects customer data with secure login
- Accelerates order turnaround
- Reduces paperwork
- Eliminates lost orders and handwriting errors
- Improves order accuracy and tracking
- Ensures up-to-date pricing
- Applies customer credits quickly
- Maximizes sales force productivity

Onboard data

- Customer database with contact and shipping information, individual discounts, order quantity minimums, credit status
- Complete product list with descriptions and latest prices
- Download updates manually at any time or set for automatic download

Order entry

- Choose a customer
- Choose an order type: customer details and PO# populate the form
- Choose how to add products:
 - Scan product UPC
 - Enter product name using device keyboard
 - Use our unique lookup feature to find and select item
- Enter quantity: total updates automatically

Submitting orders

- Mobile device stores and forwards completed orders automatically using an available wireless connection or manually via Ethernet or modem connection
- Status view shows transmittal details

Ease of use

- Intuitive work flow
- Uncomplicated navigation
- Easy-to-see controls
- Quantity is automatically validated
- Flexible connectivity via GPRS, CDMA, iDEN, 802.11 WLAN, cradle, or dial-up

Solution specifications

Mobile Handheld

- Microsoft® Windows Mobile® 2003 O/S or newer mobile device with WWAN support
- Microsoft .NET Compact Framework
- May include an integrated digital camera
- Can be configured for **open** (access to all available Windows Mobile applications) or **dedicated** (access only to Pocket Field Sales) operation

Mobility Base Station™

- Windows® 2000 Server or Windows Server 2003
- Microsoft .NET Framework, Internet Information Server (IIS), and SQL Server 2000 or SQL Server Desktop Engine (MSDE 2000)
- Automatically stores and forwards updates to mobile handhelds

For more information

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