

Increase Productivity and Maximize Revenue with Logiciel Mobile Sales Order Solutions

With years of experience developing business applications for the wholesale industry, Logiciel is bringing you the leading mobile sales order solutions for increasing effectiveness and productivity of your sales team. Draw upon decades of experience in developing robust state-of-the-art business solutions and leveraging the latest in mobile computing, Logiciel's suite of wholesale management solutions help you meet today's complex challenges in operating a profitable business.

Logiciel mobile applications run on Windows mobile PDA and Smartphone devices. Packed with features, it gives your sales representatives convenient right-now access to key customer and product information in a small handheld device. With the hands-free barcode scanner on the PDA, your sales representatives will be scanning barcodes to ensure fast and accurate order entry while on the road or at the trade show. Error-prone hand written orders will be replaced by professional looking printed sales orders with images. Free up valuable time to provide better customer service and focus on promoting and selling to maximize revenue. Backed by full-featured management modules designed for specific wholesale business needs from trade show and showroom automation, sales representative management to sales representative agency management, Logiciel has what you need for success.

Designed as standalone applications, Logiciel Mobile Sales Order Solutions work with many Accounting / Inventory Management Systems that support data import. We build custom interfaces to bring information captured by Logiciel solutions back to these systems electronically without data re-entry.



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TradeShow³²

The leading Trade Show and Showroom Sales Order Scanning and Management Solution designed for Wholesalers, Importers, and Manufacturers. TradeShow³² packs all order entry functionalities in a small handheld device and gives your Sales representatives instant access to customer and product information when they need them. Barcode scanning ensures fast and accurate order entry and frees up time for better customer service and increase sales. TradeShow³² provides much more than just order scanning; it is a full-featured Trade Show Management tool that helps you manage your Trade Show Information and gives you real time revenue and product performance for future planning.



SalesRep³²

A full-featured sales representative management software designed to complement your existing back-office system to increase sales team productivity. SalesRep³² offers a comprehensive set of management tools to assist you from account and territory assignment, commission and performance tracking to the data communication between you and your field sales team. Out in the field, SalesRep³² empowers your sales teams with the latest in mobile computing technology, putting the needed functionalities and critical customer and supply chain data right at their fingertips. SalesRep³² can be configured to operate entirely using a Windows Mobile PDA or Smartphone or a laptop and is available as an enterprise solution or as a standalone application for independent sales representatives with the added capability of managing multiple vendors and commission structures.



RepGroup³²

A comprehensive management software designed to simplify the complexity involved with managing a successful and profitable multiple lines sales representative agency. RepGroup³² gives you the tools to manage your vendors and their products, your sales team and their accounts, payments received to commission payouts and the data communication between you and your sales team. It's wealth of reports gives you the needed information to analyze the performance of vendors, accounts, territories and your sales team for opportunities and areas that need attention. RepGroup³² comes with all the features in Logiciel TradeShow³² and SalesRep³² but with added focus on the needs of the rep agency. Out in the field and in the showroom, sales representatives can write orders across multiple vendor lines in a single pass and the system will automatically separate the order by vendor.

For more information, please visit us on the web www.logiciel.com or contact us at 888.476.7463 or 510.261.1100 or sales@logiciel.com



Logiciel RepGroup³²

Giving Rep Agencies a Mobile Sales Order Solutions and Management Tools for Success.

A full-featured rep agency management system, RepGroup³² simplifies the complexity involved with managing a successful and profitable multiple lines sales representative agency. With its comprehensive set of management modules, RepGroup³² gives you the tools to manage your vendors and their products, your sales team and their accounts and the intricate multi-tier commission structures associated with the rep agency business. It tracks orders from customers to sales representatives and from representatives to vendors while tying invoices to statements and payments to commissions. RepGroup³²'s intuitive screen layout offers information at a glance, such as paid orders, commission collected, and the amount owed to sales representatives. RepGroup³²'s variety of management reports gives you the needed information to analyze the performance of vendors, accounts, territories and sales representatives for future opportunities and problem review.

A powerful mobile solution to maximize field & showroom sales

Sales representatives need instant access to information and tools to help them increase efficiency and productivity in the showroom and out in the field to optimize their time and maximize sales. Logiciel gives you all that and more in a compact mobile handheld device. RepGroup³² empowers your sales representatives with instant critical customer and supply chain data where they need them most – at the point of sales. Now with RepGroup³² sales representatives can make fast and accurate sales-order entries while accessing customer account information, product details, images, and other specifics.

This mobile solution offers all of the great features of Logiciel TradeShow, but with added focus on the needs of rep agency. Sales representatives can write order across multiple vendor lines in a single pass, scan either the vendor's product barcode or barcode created by the rep agency and have the order separated automatically by vendor. Orders can be transmitted wirelessly directly from a Windows-based PDA smart phone, handheld, or via the host computer.



RepGroup³² using Opticon H16 PDA smart phone. RepGroup³² is compatible with Opticon®, Socket Mobile®, Symbol® and other Windows Mobile wireless devices



Organized, accurate, and efficient: RepGroup³² benefits

- Simplify the process of managing multiple vendor lines and multi-tier commission structures
- Provide audit trails from sales order to commission payment for easy reconciliation
- Unattended receiving/processing and forwarding from order to vendor (ComServer³² module required)
- Streamline data exchange between field representatives and office
- Access a variety of reports highlighting opportunities and problems areas
- Catalog sheets with barcodes and product images for scanning
- Easy data transfer with vendors using Logiciel Mobile Sales Order Solutions



Product features

RepGroup³² provides rep agencies with everything they need. From management tools to field representative mobile sales order application, RepGroup³² is the ultimate way for rep agencies to streamline all aspects of their day-to-day operation.

Finally, state-of-the-art mobile sales order solution for the field and the showroom. RepGroup³² uses Logiciel's industry-leading mobile sales order software to give field representatives the mobility, instant information access and tools to maximize productivity while on the road or working the show. The result - better customer service with up-to-date account and product information, barcode scanning for order entry that eliminates entry error, and electronic order transmission for immediate processing (require the ComServer³² module). Logiciel Mobile Sales Order Solution can be configured to operate entirely using only a handheld or a laptop. It can also be configured using a handheld for order taking and the laptop to communicate with the office and to run all the management modules.

- Easily access product information and images
- Complete, print, and process orders faster than ever before, includes capturing credit card information and signature
- Single pass order entry for multiple vendor products
- Vendor barcode scanning eliminates the need for re-tagging
- Electronic order transmission for processing directly from the handheld via a Windows-based smart phone or from the host computer
- All the powerful features found in TradeShow³²



Complete Rep Agency management & administration – Powered by MSO. NET, RepGroup³² combines back-office integration, reporting, and administrative functionality for the ultimate management tool. With just a few clicks, you can now sort, view, analyze, communicate, and much, much more.

Sales order and invoice tracking & Rep Agency commission management

- Auto receive, process and forward sales orders from field representatives to vendors (requires ComServer³²)
- Complete audit trail for sales orders, including vendor commission payments to commissions paid to sales representatives
- Support multiple-tier commission structure
- Assign role-based security permissions
- User data access control

Complete product management

- Supports multiple product catalogs
- Supports the use of product lines, style, color, size and sets
- Price by single/bulk units of measure, tiered pricing levels, and quantity breaks
- Supports user-defined fields
- Barcode label design and printing
- View product images
- Tag-along, mix & match and remark groups

Sales representative commission management

- Vendor, product, account and territory assignment
- Multiple-tier commission structure by vendor or by event
- Commission "On Others"

Effective reports & analysis

- Sales performance analysis by sales representative, vendor, account, territory
- Comparison report for identifying trends, opportunities and problems
- Sales representative commission statements and 1099 year-end reports

Showroom management

- Simplified event-specific multiple vendor and sales-order management
- Custom import template for each vendor
- Vendor barcode support to eliminate retagging
- Single-pass order entry for multiple Vendor products

Logiciel RepGroup³² can improve sales and streamline logistics. Find out more at www.logiciel.com, contact Logiciel at 888-476-7463 or 510-261-1100 or sales@logiciel.com