

## Increase Productivity and Maximize Revenue with Logiciel Mobile Sales Order Solutions

**W**ith 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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## TradeShow<sup>32</sup>

The leading Trade Show and Showroom Sales Order Scanning and Management Solution designed for Wholesalers, Importers, and Manufacturers. TradeShow<sup>32</sup> 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. TradeShow<sup>32</sup> 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.



## SalesRep<sup>32</sup>

A full-featured sales representative management software designed to complement your existing back-office system to increase sales team productivity. SalesRep<sup>32</sup> 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, SalesRep<sup>32</sup> 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. SalesRep<sup>32</sup> 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.



## RepGroup<sup>32</sup>

A comprehensive management software designed to simplify the complexity involved with managing a successful and profitable multiple lines sales representative agency. RepGroup<sup>32</sup> 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. RepGroup<sup>32</sup> comes with all the features in Logiciel TradeShow<sup>32</sup> and SalesRep<sup>32</sup> 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](http://www.logiciel.com) or contact us at 888.476.7463 or 510.261.1100 or [sales@logiciel.com](mailto:sales@logiciel.com)



# Logiciel SalesRep<sup>32</sup>

## Sales Force Management Solutions for Wholesalers and Independent Sales Representatives.

Designed to empower your sales teams with the latest in mobile computing, SalesRep<sup>32</sup> offers comprehensive sales representative management tools to maximize sales. In the office, SalesRep<sup>32</sup> provides a full-featured sales force management solution designed for quick access of information and control over your sales representatives and their accounts. Starting with account and territory assignment, SalesRep<sup>32</sup> tracks sales representative commissions and provides critical data to boost sales potential and productivity through monitoring and analyzing the performance of your sales teams, their accounts and territories. On the road, SalesRep<sup>32</sup> offers your field sales professionals instant access to information to ensure they are well equipped and prepared for each sales call.

SalesRep<sup>32</sup> is an enterprise solution for wholesalers but is also available as a standalone application for independent sales representatives with the added capability of managing multiple vendor product lines and commission structures.

### A powerful mobile solution to maximize field sales

Field sales professionals need tools for efficiency, information access and organization to help them optimize their time and maximize sales generating potential while they are on the road. Logiciel offers all these and more in a compact mobile handheld device designed to make a sales representative's job easier. Now they can enter sales order on-the-spot quickly and accurately, along with instant access to customer account information, product details, images, and specifics. This mobile solution includes all of the powerful features found in Logiciel TradeShow<sup>32</sup>, and can be tailored easily to your specific business needs. Sales orders can be sent electronically for processing directly from the handheld device, via a Windows-based smart phone or from a host computer. 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.



*SalesRep<sup>32</sup> using Symbol MC35 PDA smart phone. SalesRep<sup>32</sup> is compatible with Opticon®, Socket Mobile®, Symbol® and other Windows Mobile wireless devices*



### More organized, more accurate, more efficient: SalesRep<sup>32</sup> benefits

- Simplify complex account and territory assignment while managing multiple tier commission structures
- Provide audit trails from sales order to rep commission payment for easy reconciliation
- Transmit (receive/process/forward) orders unattended to the vendor (ComServer<sup>32</sup> module required)
- Streamline data exchanges between field reps and the office
- Analyze reports to reveal opportunities and problems areas
- Catalog sheets with barcodes and product images for scanning



### Product features

SalesRep<sup>32</sup> provides wholesalers or independent sales representatives with everything they need for success. From management tools to mobile sales order solution for the field sales professionals, SalesRep<sup>32</sup> is the ultimate solution to manage a successful and productivity sales force.

State-of-the-art mobile sales order solution for sales representatives on the road – SalesRep<sup>32</sup> uses Logiciel's industry-leading mobile sales order software to give your sales force the mobility and tools to maximize productivity while on the road. This mobile solution can operate entirely on a Windows Mobile handheld device, a laptop, or a combination of both. The result? Better customer service with up-to-date account and product information, error free on-the-spot order entry through barcode scanning, and electronic order transmission for immediate processing.

- Easily access product information and images
- Complete, print, and process orders faster than ever before, includes capturing credit card information and signature
- Send orders electronically for processing directly from a wireless enabled PDA, via a Windows-based smart phone or from a host computer
- Plus all of TradeShow<sup>32</sup> powerful features



**Complete sales representative management & administration** – Powered by MSO.NET, SalesRep<sup>32</sup> 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 & commission management

- Auto receive and process sales orders from field sales representatives (requires ComServer<sup>32</sup>)
- Complete audit trail from sales order to commission payment
- Support multiple-tier commission structures
- Assign role-based security permissions
- Control user data access

#### 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

- Product, account and territory assignment
- Multiple-tier commission structure
- Commission “On Others”

#### Effective reports & analysis

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

#### The latest technology

- Utilizes Microsoft Windows Mobile®, Microsoft .NET, and SQL Server
- Compatible with Opticon®, Socket Mobile®, Symbol® and other Windows Mobile wireless devices