

## 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.



## 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 TradeShow<sup>32</sup>

## The Ultimate Trade Show Management Solution for Wholesale Vendors

With the powerful Logiciel TradeShow<sup>32</sup> system, you can give sales representatives all the information they need: detailed account information, answers to customer questions on product and inventory status, all in a single compact mobile device. From product details, such as image, stock on-hand, and on-order quantity, to order amount, weight, volume and more, TradeShow<sup>32</sup> brings it at the touch of a button. With TradeShow<sup>32</sup>, you can now:

- Implement barcode usage and utilize scanning to improve accuracy and productivity
- Minimize “walk out” with faster order entry
- Get instant customer, product, and inventory information
- Capture a buyer’s signature and submit the order wirelessly
- Print professional-looking sales orders
- Track revenue and product performance in real time
- Manage your trade show events and integrate with your back-end systems



TradeShow<sup>32</sup> using Socket SoMo 650 with scanner. TradeShow<sup>32</sup> is compatible with Opticon®, Socket Mobile®, Symbol® and other Windows Mobile wireless devices



### Fast and accurate order entry

Any wholesale vendor knows how valuable time is and how every second counts at a trade show. Easy to use and simple to learn, Logiciel TradeShow<sup>32</sup> was designed specifically to assist trade show representatives by streamlining logistics through barcode scanning and mobile wireless technology. With

instant access to information plus fast and accurate data entry, TradeShow<sup>32</sup>

improves customer satisfaction at every turn.

With TradeShow<sup>32</sup> you can reach every single potential customer who passes by.

### Total interaction for more sales

The TradeShow<sup>32</sup> handheld device gives you the power to access customer accounts, product details and images, delivering what the customer wants in real time. Barcode scanning bypasses the need for hand-written orders, giving you more time for customer interaction. The result? Better customer relationships and higher sales. TradeShow<sup>32</sup> provides flexibility, allowing you to offer discounts, select colors and sizes, input multiple shipping dates and locations, capture customer signature and printing the sales order wirelessly – all with just a few clicks!



### Total management for stronger performance

Built on Logiciel’s versatile MSO.NET platform, Tradeshow<sup>32</sup> provides much more than just order-scanning capabilities. It offers a total set of trade show management and administrative tools for wholesale vendors. Manage show events, sort through product catalogs, update customer accounts, and even analyze product performance and inventory planning with detailed reports. For trade shows and showroom events that write orders, TradeShow<sup>32</sup> has everything you need for an integrated wholesale and trade show management system.

### Product features

From instant account and catalog access to simple event coordination, TradeShow<sup>32</sup> gives you the flexibility and speed to streamline processes and focus on sales and customer service. With TradeShow<sup>32</sup> on a Windows Mobile wireless PDA with a Barcode Scanner, clipboards and paperwork are a thing of the past. TradeShow<sup>32</sup> allows you to:

- Complete, print, and process orders faster than ever before; TradeShow<sup>32</sup> is capable of capturing credit card information and signature
- Select items by colors, sizes and support selling by "Set"
- Add order- and item-level remarks
- Access product information and images
- Access customer accounts and last purchase prices
- Set up new customer accounts on the fly manually, using a business card scanner, or by scanning buyer's 2D badge with a 2D barcode scanner
- Write orders for multiple ship dates and locations in a single pass
- Operate in several communication modes: wireless (Wi-Fi or Bluetooth); batch or hybrid (wireless plus batch).



**Complete trade show management & administration** – Powered by MSO.NET, TradeShow<sup>32</sup> provides a wealth of management and administration tools in a compact device. Mobile, powerful, and versatile, TradeShow<sup>32</sup> is the ultimate trade show management solution with:

#### Trade show management & analysis

- Setup events and related product catalogs
- Support multiple warehouses and companies
- Analyze product performance and inventory
- Access sales and customer history
- Process catalog requests
- Manage credit-hold orders
- Provide a detailed event log
- Assign role-based security permissions
- Control user data access

#### Total product catalog management

- Supports multiple 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

#### Total customer management

- Input and access detailed customer account information
- Supports multiple bill-to and ship-to addresses
- Enter payment terms and shipping methods
- Customize alerts, remarks, catalog requests, and printed mailing labels
- Manage credit hold orders
- Supports user-defined fields

#### The latest technology

- Utilizes Microsoft Windows Mobile®, Microsoft.NET, and SQL Server
- Compatible with Symbol®, Socket Communications®, HP®, Dell® and other standard wireless device & barcode scanner products
- Integrates with back office systems via import/export and seamless XML

Logiciel TradeShow<sup>32</sup> can improve sales and streamline logistics. Find out more at [www.logiciel.com](http://www.logiciel.com), contact Logiciel at 888-476-7463 or 510-261-1100 or [sales@logiciel.com](mailto:sales@logiciel.com)