



RECEIVE • COLLECT • USE • SEND • IN REAL TIME

Your Field Sales Team Needs Instant Data Access

You've got great people, but without **on-the-spot access** to the latest data stored in your ERP systems, they don't have all the information they need to make the best decisions in the field.

With **Mobiquity Sell™** your people **receive** that mission-critical data, **collect** additional onsite data, **use** both to create pre-validated sales orders, and then **send** the results back to your office **in real time**.

YOU Need Today's Orders Today, not Tomorrow

How long will you wait to receive the orders your sales team wrote today? 24 hours? 48 hours? How long will it take to validate those orders, and enter them into your fulfillment system? Another 24 hours?

With **Mobiquity Sell™** you receive complete transaction data after each customer visit, and because **every order is pre-validated according to your business rules**, you can eliminate costly validation procedures at the home office. **That means your fulfillment system receives orders in real time, ready to pick.**

Mobiquity Sell™ Has What You Need

- **Intelligent Order Entry**
 - Sell by Department
 - New Items Screen
 - Scan to Add Items
 - Sub-Second Scan Results
 - Items Validated at Scan
- **Adaptable Order Types**
 - Pre-Sales Orders
 - Replenishment Orders
 - Pre-Built Templates
 - Return Orders
 - Credit Orders
 - Your Custom Types
- **Rules Based Validation**
 - Approved Product Lists
 - New Item Alerts
 - Discontinued Items Alerts
 - Warehouse Availability
 - Historical Sales Trend Validation
- **Catalog Data**
 - Searchable by:
 - Item Name
 - Item Number
 - UPC
 - Brand
 - Multi-pick search Results
 - Multiple Container Support
- **Customer Data**
 - Order History
 - Item History
 - Approved Product Lists
 - Chain Grouping
 - Special Pricing
 - Address & Contact Data
- **Rules Based Credits and Returns**
 - Customizable:
 - Transaction Types
 - Reason Codes
 - Terminology
 - Credit Memo Numbers
 - Pickup Requests
- **Management Console**
 - Browser Access
 - Create, Manage, Delete:
 - Users & Routes
 - Customers & APL's
 - Catalogs & Pricing
 - Order Templates
- **Real-time, Secure Communications**
 - Wireless
 - HTTP Based
 - Broadcast Messages
 - Embedded HTTP Links
 - Message Notification



Solution Features	Solution Benefits
<p>Customer Data Downloads</p> <p>Store All Territory Customers</p>	<ul style="list-style-type: none"> Complete information on all your customers, orders, trends, history and what's in your warehouse at your fingertips. Download customer info from your ERP systems to keep customer info up-to-date on handheld. Allows the sales person to visit any customer at any time.
<p>Complete Catalog Data</p> <p>Searchable Catalogs</p> <p>Multi-Pick Search Results</p> <p>Multiple Container Support</p> <p>APL Compliance</p> <p>New Items Screen</p> <p>Customer Pricing Groups</p> <p>Pre-Built Order Templates</p>	<ul style="list-style-type: none"> Keeps your catalogs up-to date. Eliminates bulky paper catalogs. Multiple Catalogs (per DC/warehouse, or by other logical divisions). Users only see the products they may order. Find any product by: Brand Name, Product Name, Product Code, UPC Code Allows user to pick multiple items in a search result list and add them to the order. Allows user to scan a single item and order in eaches, cases or other container. Makes creating orders in the proper quantities easier. Helps to reduce the incidence of over shipments due to less than case quantity orders. Approved Product Lists for each Customer. Prevents user from ordering unapproved items. All search returns are filtered by the APL for that customer before displaying the results. Presents a list of all newly approved items to user at the opening of a new order. Check boxes allow the user to easily add multiple items to the order. Pricing by Customer or Customer Group. Ensures correct pricing is applied to the order. Prebuild Orders for a variety of reasons: Out of Stock (scan out) reports, POS replenishment orders, seasonal products, promotional product lists (end caps, etc.). Prebuilt Orders can be added to an Order with one click by the mobile user. No checking faxes or spec sheets.
<p>Rules Based</p> <p>Credit>Returns</p> <p>Customizable Reason Codes</p> <p>Credit Memo Numbers</p> <p>Pick Up Requests</p>	<ul style="list-style-type: none"> Control the types of returns and which data must accompany an order Credit items by reason code. Codes are specified by the company business rules Assign Credit Memo Numbers centrally from your Accounting System via Mobiquity Reserved Number System. Indicate Pick Up Requests and Tote (prepackage) your Credits easily.
<p>Custom Surveys and Forms</p>	<ul style="list-style-type: none"> Create custom surveys and forms to be filled out by the user, or the customer. Surveys may be route, customer, or region specific. Survey results are transmitted with the visit results communication.
<p>Broadcast Messages</p> <p>Embedded HTTP Links</p> <p>Message Notification</p>	<ul style="list-style-type: none"> Management can keep mobile users informed and up-to-date with easy to create and distribute messages from within Mobiquity. Create optional Web Links to tie message to additional web content. Users are notified when they have new unread messages.
<p>Track shipments</p> <p>Trend History</p> <p>Unshipped Item Visibility</p>	<ul style="list-style-type: none"> Users can see all Shipments made to customers. Auto History shows order trends for each Item as it is being ordered. Users see Items ordered but not shipped.
<p>Activity Tracking</p>	<ul style="list-style-type: none"> Time stamps and GPS coordinates are recorded for each stop and transaction. Allows management to view when and where sales reps created orders.

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to see how
we can help.**

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