MOBILE ENTERPRISE SYSTEMS LTD
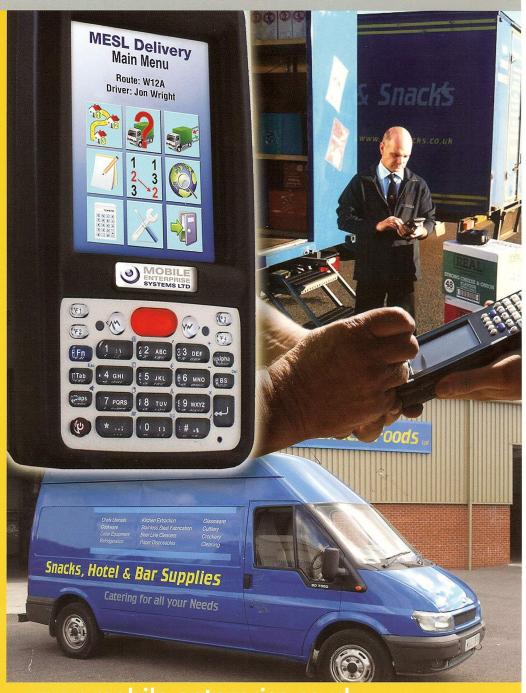
Van Sales
& Route Accounting

Our software provides Van Sales and Route Accounting organisations with a single, fully integrated software suite to manage their business. Designed from the outset to incorporate handheld computers, our solution is a must in today's competitive environment.

Delivering competitive advantage

The modern, professional way for van sales companies

- Create a professional image every time you visit your customer

- Customer specific pricing, promotions, sales history, order pick ticket, electronic signature capture

- Print via Bluetooth – invoice, delivery notes credit notes, statements, etc.

- Transfer data from handhelds to office system in real time; updating customer file, sales ledger, etc.

- Reduce office paperwork processing so significantly the system will pay for itself within 18 months

- Use customer specific buying profiles to maximum sales and minimise returns

- Optional integrated sales ledger, customer contact management, telesales (in and outbound), standing order management, etc.,

- Easy to use, intuitive, flexible and robust. Your reps will enjoy using the system

- Productivity increases of one hour per day per rep. are typical.

MESL Delivery
Main Menu
Route: W12A
Driver: Jon Wright

Snacks, Hotel & Bar Supplies
Catering for all your Needs

MOBILE ENTERPRISE SYSTEMS LTD

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Used in over 17 countries, by thousands of mobile workers every day, our solution is a thoroughly proven business application

The office element of the system can be used to provide a single fully integrated solution or we can interface to your existing systems.

- Route creation, call sequencing, order allocation to vehicle
- Option for real time dispatch and closure using 3G/GPRS
- Real time visibility of all reps, call schedules, completed sales, amendments, returns information and GPS location
- Instant recall of electronic proof of delivery complete with all sales details and customer signature
- Management reporting with over 300 standard reports.

100% RETURN on your investment within 18 months

HANDHELD COMPUTER

START OF DAY
User ID and password log in
Vehicle load
Vehicle reload facility
Vehicle defect report
Vehicle mileage capture
Batch number capture
Dispatch temperature capture
Driver check list

ROUTE TRANSACTIONS
Electronic signature capture
Today's calls & sequence displayed
Make unscheduled customer calls
Enter customer orders
Use 'stock and order' to build orders
Suggested customer orders
Enter orders with future delivery dates
Apply special offers and pricing
Review customer buying history
Capture product weight at point of sale/delivery
Deliver telesales orders
Amend telesales order
Record returned items; with return reasons
Record delivered/returned boxes and trays
Capture vehicle temperature at point of sale/delivery
Record 'missed call' reasons
Record 'no sale' calls with reasons
Take payments on account
Take cash, cheque and credit card payments
Navigate to customer using integrated SatNav
Electronic proof of attendance – Camera, Door Scanning, GPS Location

DAY END
Automatic reconciliation:
Sales & returns transactions
Payments received
Vehicle stock movements
Generate deposit slips
Take stock
Vehicle mileage
Create driver load request and send to office via 3G/GPRS

OFFICE SYSTEM

CUSTOMER ACCOUNT
Instant recall of electronic proof of delivery with signatures
Fax or email ePOD from desktop
Customer profiles (independent/multiple)
Multiple delivery points
Separate Bill To address
Master Account for billing
Billing frequency
Consolidated billing
Multiple invoice types (including weekly)
Delivery frequency & route
Standing orders management
Payment terms
EDI output
Sales YTD and MTD
Profit YTD and MTD
Sales ledger account
Credit control
Credit card processing
Contact diary

PRICING
Standard prices
Price lists
Customer specific prices
Promotions pricing
Buy/get promotion groups
Package plan pricing

STOCK MANAGEMENT
Multiple warehouses
Goods receipt
Vehicle loads generation
Suggested vehicle loads
Wave picking
Pick by vehicle/route
Automatic warehouse updates for vehicle loads
Begin day 'plus ups'
Warehouse to warehouse transfers
Van to van transfers

FINANCE TRANSACTIONS
Sales invoices
Statements
Dunning letters
Credit control
Payment processing
Credit card processing
Returned cheque processing
Purchase orders

TELESALES
Outbound call schedules
Fast order processing
Template orders
Suggested orders
Standing orders
View order history
Quotes

REPORTING
Rep productivity
Call times
Missed call report
Journey audit reports
Free items analysis
Over/under charge reports
Bottles/cages/trays in field reports
Sales/returns analysis:
by customer
by product
by route
by sales person
by product group
by customer group
by return reason
Aged debtor reports
Over 300 standard reports

OTHERS
Route optimisation
Satellite navigation
Vehicle tracking
Customer surveys
Vehicle inspections
Predictive sales orders
Predictive vehicle loads

DATA COMMUNICATIONS
3G/GPRS
Wireless LAN (WiFi)
Local area network

INTEGRATION TO EXISTING SYSTEMS
Standard routines to import/export customer data
Standard routines to import/export invoicing details
Sage, Exchequer, Oracle, Movex and many more

For more information please call +44 (0) 117 3250505 or email info@mobile-enterprise.co.uk

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