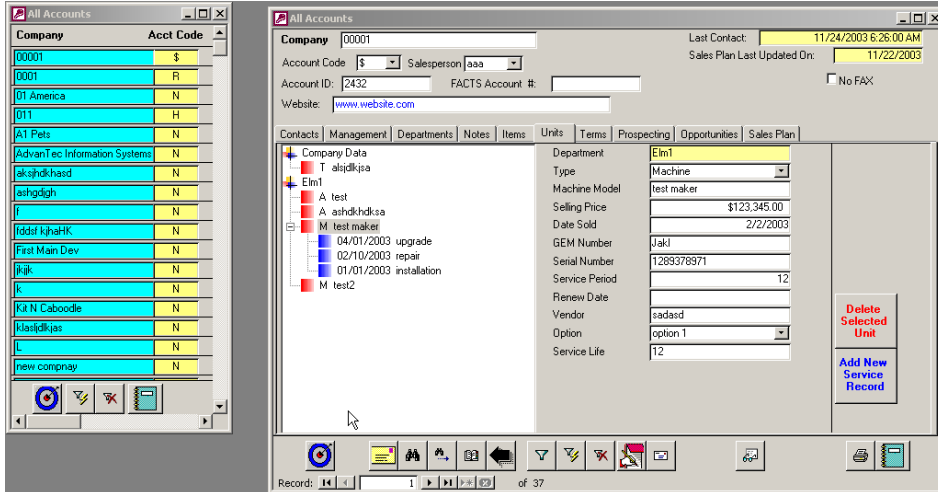


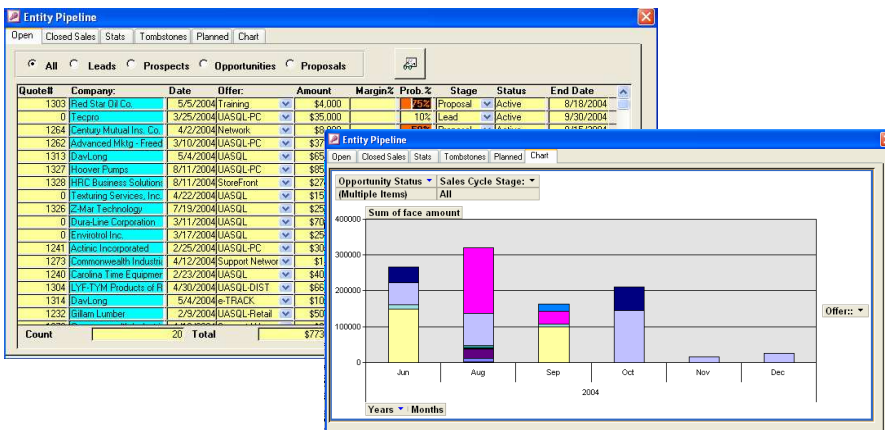
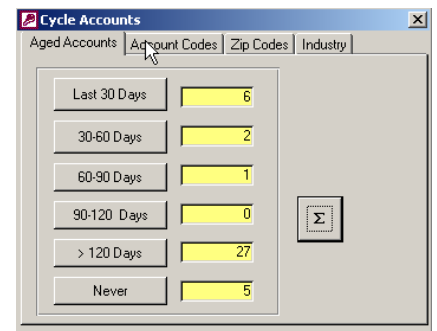
Sales Force Automation software built for account sales and management.



Sales Force Automation software built for account sales and management.

- ☆☆ Unlimited Accounts
- ☆☆ Unlimited Contacts
- ☆☆ Unlimited Locations/Dept.
- ☆☆ Unlimited Notes
- ☆☆ Move contacts between locations and accounts
- ☆☆ Threaded Notes by Contacts & Accounts
- ☆☆ AutoNotes to simplify sales activity reporting
- ☆☆ Automatic Sales Forecasting
- ☆☆ Call Interrupt Processing
- ☆☆ Ms-Outlook Integration
- ☆☆ Email & Web enabled
- ☆☆ Correspondence Manager
- ☆☆ Follow-Ups & Reminders

- ☆☆ New -- Territory Assignment – State/ZIP code, State/county, Open
- ☆☆ New -- Management – organization tab
- ☆☆ New -- Enhanced unit tab now supports maintenance of customer installed base by site/ service records
- ☆☆ New -- Account Quick Select/ work list
- ☆☆ Cycle Accounts enables easy filtering of Accounts by Age, Account Code, Territory, New -- Industry, or Zip Codes.
- ☆☆ Supports Hierarchical Sales Territory, Zones and Regions
- ☆☆ Table driven product categories, sales stages, cause of loss, etc.
- ☆☆ 10 Security Levels, User Specific Views
- ☆☆ Extensive Sales Activity/ Sales management reporting
- ☆☆ Update all Opportunities either by account or in mass
- ☆☆ 1-to-1 and 1-to-Many Account profile definable categories
- ☆☆ On-line summarization of Pipeline, Sales, Tombstones (losses)
- ☆☆ Sales Plan, Terms, Loss Post-Mortem



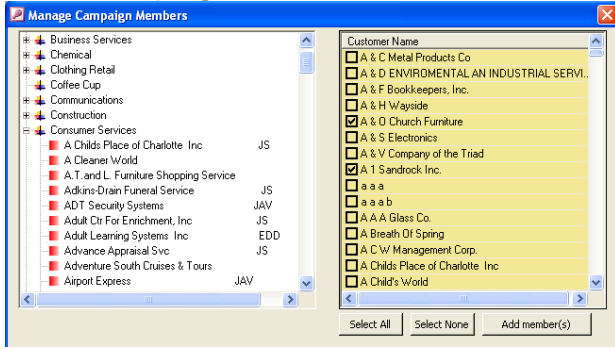
Configuration Options

- ☆☆ Mobile user has only their portion of data
- ☆☆ LAN/WAN User(s)
- ☆☆ Bi-directional Synchronized Data Set
- ☆☆ Remotely updateable software
- ☆☆ Headquarters has all data
- ☆☆ Multi-site, multi-user
- ☆☆ Source Code Available
- ☆☆ New -- MS-SQL version
- ☆☆ Encrypted & Secure not easily stolen or copied.

- ☆☆ **Optional Order Entry Module**
- ☆☆ **Optional Accounting Interface**
- ☆☆ **Customization Available**

- ☆☆ **Easy to use, learn and support**
- ☆☆ **Enables your sales force to spend more time selling and less time filling out reports.**

Sales Campaigns:

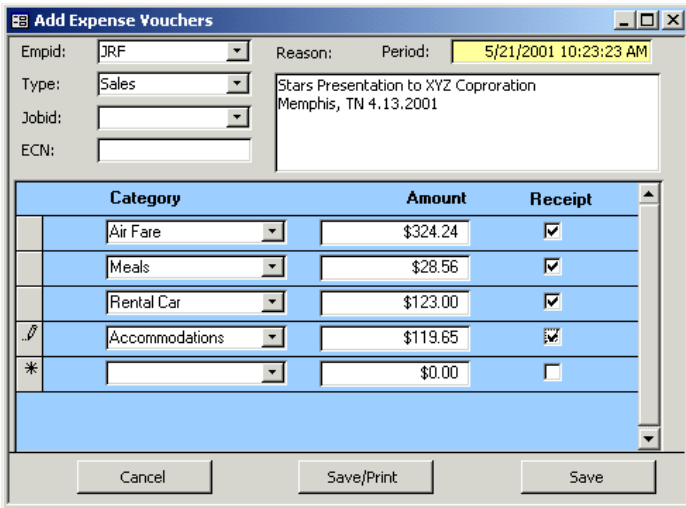
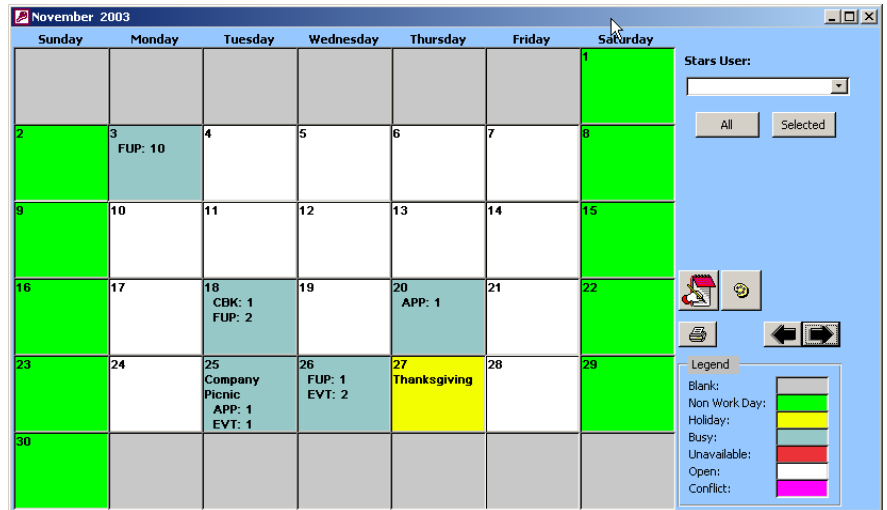


Makes it easy for sales personnel to manage their accounts as a series of lists.

- Campaigns are defined by corporate and individual sales people.
- Campaigns can contain multiple activity steps that are date or event driven,
- All contacts/ Accounts can belong to multiple campaign lists.
- Lists can be used to filter account view, to drive mail merge, and provide task checklists.

Scheduling and Calendaring:

- Selectively display
 - Meetings
 - Appointments
 - Follow Ups
 - Tasks
 - Events
- Monthly, Daily View
- View calendar for any or all users.
- Change color scheme



Expense Reporting:

- Easy to use expense voucher preparation tool enables on-line preparation and reporting of business expenses.
- Administrative features enable definition and correlation to specific accounting codes to classify expenditures.
- Reduces paperwork from the field.

Expense Reporting Features enable summary and detail reporting to corporate management.

- By employee
- ERZT
- Category
- Job Code
- Actual vs. Budget

