sage software

Your business in mind.

SAGE MAS 500

eORDER

BUSINESS INSIGHTS

Sage MAS 500 takes inquiry, drill-down, monitoring, and data analysis to a whole new level with out-of-the-box business intelligence tools, including Business Insights Analyzer, Business Insights Explorer, Alerts, Crystal Reports®, Web Reports, and integration with desktop productivity tools.

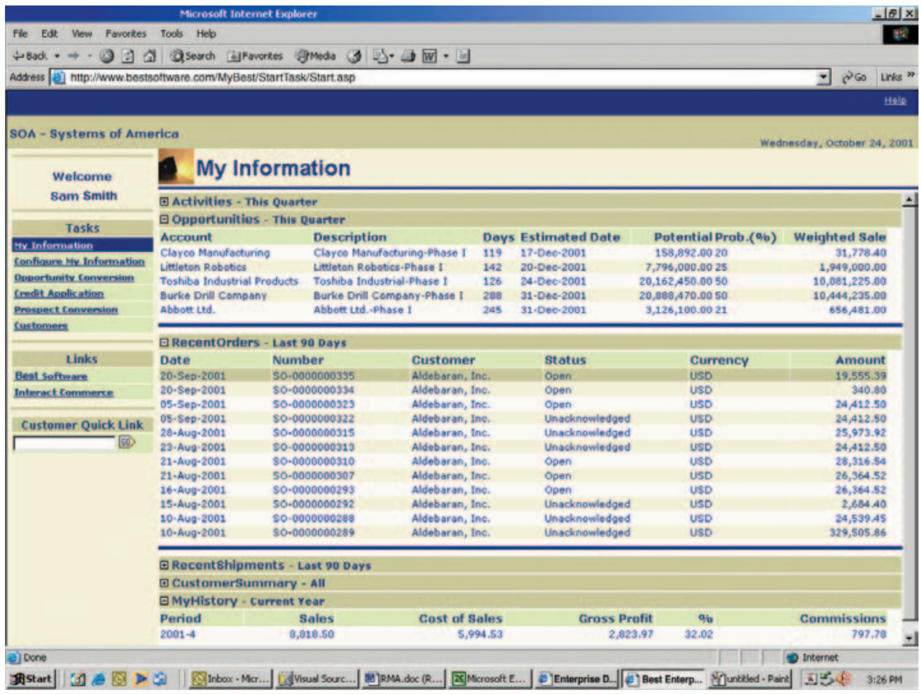
eOrder leverages the power of the Internet so your sales team can maximize selling opportunities, provide exceptional customer service, and ensure that your company keeps its competitive edge.

THE POWER OF eORDER

- Access critical account information online anytime.
- Expedite customer credit applications.
- Place orders online.
- Check status of orders and shipments.
- Track payment, billing, and credit information.
- Review sales goals and commissions.
- Streamline order entry by simultaneously viewing the order, item listings, item details, and even images.
- Increase productivity with rapid order entry features.
- Automate workflow by automatically sending e-mail order acknowledgements to customers.

SAGE MAS 500 SOLUTIONS

- CRM and E-business
- Financials and Project Accounting
- Distribution and Manufacturing
- Human Resources and Payroll
- Customization and Integration
- Business Intelligence



Empower Your Sales Force

The Sage MAS 500 ERP eOrder module will empower your salespeople with a level of efficiency, productivity, and customer service that is sure to boost sales. With eOrder, you can keep your sales team in the field and help them maximize their selling opportunities. eOrder empowers your salespeople with real-time remote access to critical customer account information and the ability to perform essential sales activities, including placing orders, checking order and shipment status, as well as managing invoicing, payment, and credit history.

Downtime turns into uptime when your sales team has remote access to their accounts. Whether you're on the road, in flight, or at home, eOrder can keep you connected with new opportunities, forecasts, and the latest sales and commission results.

eOrder also provides streamlined order entry for inside sales staff. This powerful order entry screen allows employees to view item catalogs, details, descriptions, and even photos, as they enter orders—speeding the order entry process. Intuitive tree navigation and quick entry features also can maximize productivity. Moreover, eOrder takes advantage of many powerful Sage MAS 500 order entry features, such as product and customer-specific pricing.

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Sage MAS 500

eOrder

"Sales reps can now enter orders at the customer site and submit them directly into Sage MAS 500."

Anthony Mashkovich
Director of MIS
Schwarzkopf, Inc.

Virtually Unlimited Sales Applications

The Sage MAS 500 eOrder module provides an unbeatable lineup of powerful sales applications. All information and activities displayed in eOrder can be easily customized to meet a salesperson's specific needs.

Streamlined Order Entry

eOrder provides an intuitive interface that also harnesses the power of many sales order features. Salespeople can quickly pinpoint a single item through easy-to-use categories. They can also simultaneously view the catalogs, item, item descriptions, images, as well as the order itself, saving valuable time from having to click between different screens or tabs on an order form. For the veteran salesperson, quick-entry features allow them to simply enter the item ID and quantity. Full customer and product-specific pricing is available, as is the ability to choose the customer's ship-to address and carrier. And to increase productivity even more, the customer can automatically receive an order acknowledgement by email.

Activity List*

Activities that can be listed in eOrder include meetings and appointment reminders, and to-do items that are relevant to a specific salesperson.

Upcoming Opportunities List*

Upcoming Opportunities shows accounts that are likely to place an order and the probability of receiving that order. It also displays the total amount of the transaction, as well as a weighted amount based on the likelihood of the order being placed.

Recent Orders and Shipments

To keep up to date with recent customer orders, the salesperson can quickly see the orders placed and their shipment status. Salespeople can provide value-added service to their customers by letting them know the status of an order and the total of each order. Salespeople can also pull up a specific sales order from the screen to display the details, including tracking number and shipment information.

My History

eOrder empowers salespeople to track their own revenue and earnings goals by giving them anytime, online access to their sales, margins, and commissions for each sales period.

Customer Summary

Salespeople will have instant access to their customers' account status, including credit limit, total outstanding orders, account balance, and available credit. From this summary list, a salesperson can view more detailed information relevant to that account, or place orders for that account. They can also drill down to invoice and payment history for their accounts—even verify specific payments and credits against a given invoice.

Add Customers

Adding a customer requires that salespeople provide all the relevant information to the accounting department for approval. The eOrder module facilitates this process by capturing the customer information and routing the request to the designated accounting manager. Once the form is submitted, the credit manager is automatically notified by e-mail of the pending application and the salesperson is automatically sent a copy of the credit approval or rejection.

Credit Management

eOrder also provides valuable customer service tools, including the ability to quickly look up billing and payment information. Salespeople can see recent invoices and payments made against them. Or, if a customer asks if a payment has been received, the salesperson can find the payment and see the invoices where it has been applied.

Business Insights

Analyze and monitor Sales Order data and transactions including credit and order status and more.

- Organize, analyze, and graph customer sales history, sales rep commissions, customer returns, and other key sales-related data within the Sage MAS 500 database.
- E-mail-based alerts can be set up to notify sales when a customer's account is past due or exceeds their credit limit, or when a quote is due to expire. Similar alerts can be developed to notify sales when customers place orders, or return merchandise, or to learn about new sales promotions and pricing changes.
- Web reports are another way for remote salespeople to remain connected to their accounts. Web Reports can be accessed through secured web browsers, providing remote salespeople with access to critical customer account information, sales order information, inventory availability, pricing, and other critical data stored in the Sage MAS 500 database.

*Note: Some eOrder features are only available when used with SalesLogix.

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56 Technology Drive • Irvine, CA 92618-2301 • 800-854-3415 • www.sagesoftware.com

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