

best software

insights for the life of your business™

MAS 500

- eSalesforce 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 eSALESFORCE

- 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.

MAS 500 SOLUTIONS

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



eSALESFORCE

The screenshot shows the MAS 500 eSalesforce interface. The main content area is titled 'My Information' and contains several data tables:

- Opportunities - All - All Data:** A table with columns: Account, Description, Days Estimated Date, Potential Prob.(%), and Weighted Sale. It lists various accounts like 'Albion, Inc.', 'Albion, Inc.', 'Concentro Systems', etc.
- Customer Quick Link:** A table with columns: Date, Number, Customer, Status, Currency, and Amount. It shows recent orders and payments.
- Recent Orders - Last 30 Days - All Data:** A table with columns: Date, Number, Customer, Status, Currency, and Amount.
- Customer Summary - All - All Data:** A table with columns: Date, Number, Customer, Status, Currency, and Amount.
- Marketing - Last Year - All Data:** A table with columns: Date, Number, Customer, Status, Currency, and Amount.

Empower Your Sales Force

The newest MAS 500 module, eSalesforce, will empower your salespeople with a level of efficiency, productivity, and customer service that is sure to boost sales. With eSalesforce, you can keep your sales team in the field and help them maximize their selling opportunities. eSalesforce 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. Down-time turns into up-time when your sales team has remote access to their accounts. Whether you're on the road, in the air, or at home, eSalesforce ensures that you can keep up with new opportunities, manage forecasts, and review sales and commission results.



MAS 500 eSalesforce

"[MAS 500] is reachable from any site with a browser, so we don't need to install a client. Being Web-enabled, it gives us a single instance for partners worldwide, so everyone is working with the same data."

*Guy DeMeester, Director of Global IS
Roxio, Inc.*

FEATURES:

VIRTUALLY UNLIMITED SALES APPLICATIONS

MAS 500's eSalesforce provides an unbeatable line up of powerful sales applications. All information and activities displayed in eSalesforce can be easily customized online to meet each salesperson's specific needs.

Activity List

Activities that can be listed in eSalesforce 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

To keep up-to-date with recent customer orders, the salesperson can quickly see the orders placed and their 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 of the order. Orders are entered and managed through the MAS 500 accounting and distribution applications, or through the MAS 500 Web-based applications, eSalesforce and eCustomer.

Recent Shipments

To keep up-to-date with shipments to their customers, the salesperson can quickly see the shipments recently made to their customers including the carrier and tracking number. Salespeople can provide value-added service to their customers by letting them know the status of a shipment simply by clicking on the tracking number and viewing the shipment status with the carrier. Back order status down to each individual line is also accessible through eSalesforce.

My History

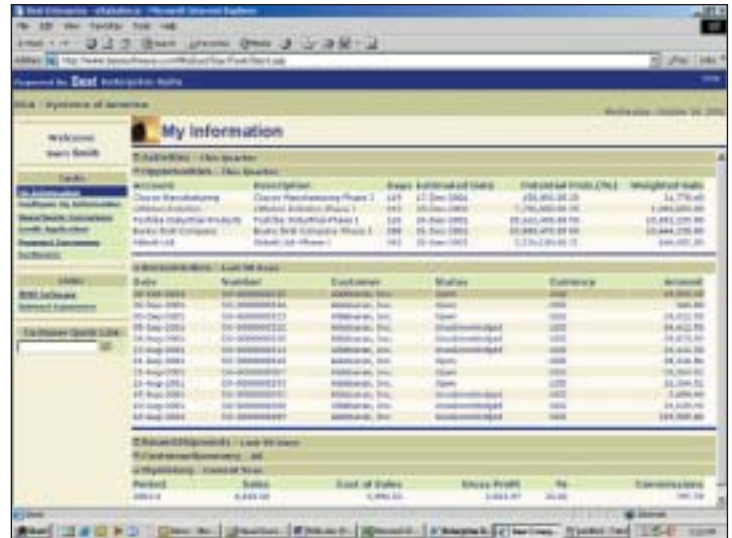
The eSalesforce module empowers salespeople to track their own revenue and earnings goals by giving them anytime, online access to their sales, margins, and commissions for each sales period.

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 check specific payments and credits against a given invoice.

Add Orders

As sales opportunities turn from forecasts to actual orders, remote salespeople will have the ability to transfer these orders from forecasts to actual sales through the eSalesforce module.



Add Customers

Adding a customer requires that salespeople provide all the relevant information to accounting for approval. The eSalesforce module facilitates this process by capturing the customer information and routing the request to the designated accounting manager. This allows the salesperson either to enter the customer information from scratch or to automatically convert it from an existing SalesLogix prospect. Once the form is submitted, the credit manager is automatically notified by e-mail of the pending application and the salesperson is automatically e-mailed credit approval or rejection.