

# ExpandIT Mobile Sales

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The ExpandIT Mobile Sales base application gives sales representatives access to relevant customer, product, order, and order history information from the administrative back-end.

ExpandIT Mobile Sales is the foundation of verticals and customer specific solutions developed and delivered by ExpandIT Mobile Partners.

**ExpandIT Mobile Client** 4:31a

No. :

Name :

Contact :

Addr :

Phone :

E-mail :

Ship Name :

Ship Addr. :

Ship City :

Customer Product Order History S < >

**Action**

Using the ExpandIT Mobile Sales base application you first find the customer you want to sell to. You can search on any part of the customer number, name or city.

On the History form you can see and print this customer's previous orders and order lines. Depending on the administrative back-end or on the filtering this may be orders taken but not delivered or just any order.

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No.	Type	Order Date
101016	1	1/25/01
NET00010	1	1/25/01
NET00080	1	1/25/01

Customer Product Order History S < >

**Action**

The sales representative can now add items to the order (order lines) identifying the items either through the tree structure based on back-end product groups on the Product form;

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Catalog

- FINISHED
- RAW MAT
- RESALE

1	Add		
7	8	9	+10
4	5	6	+1
1	2	3	-1
0	C	-10	

No	Description
80100	Printing Paper
1896-5	ATHENS Desk
1900-5	PARIS Guest Chair, black
1906-5	ATHENS Mobile Pedestal
1908-5	LONDON Swivel Chair, blue
1920-5	ANTWERP Conference Table

Customer Product Order History S < >

**Action**

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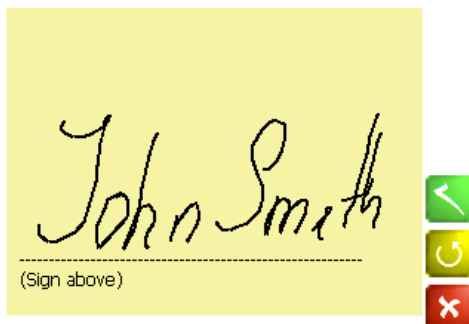
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using the search functionality on both the Product form and the Order form; or on the Order form using a barcode scanner.

The input field jumps from item number to quantity so a combination of barcode scanner and character recognition will enable the sales representative to add many order lines in a short period of time.

Multiple order lines for the same product may be compressed to one line and total order value calculated.

I hereby confirm order number [110349]



Once order entry is completed a signature bitmap may be obtained

from the customer for later use in the back-end.

Order confirmations or invoices can be printed from the Order form. When ExpandIT Mobile Sales is used together with ExpandIT Mobile Inventory the sales representative can also ship the order i.e. deliver those of the sold items that are available in the van, print an invoice and receive payment.

Because of the full integration with the back-end ExpandIT Mobile Sales gives a significant (up to 40 percent) reduction in order administration and furthermore, the sales representatives' efficiency increases up to 10 percent because more prospects are visited. Perhaps the most significant benefit is that the quality of the information to and from the sales representatives is raised to company standards.

For more information please contact [sales@expandit.com](mailto:sales@expandit.com) or visit [www.expandit.com](http://www.expandit.com).