



MobileSOP (Mobile Sales Order Processing)

PocketPC based system for order collection/processing, facing and merchandising, and van sales



Trade representative/van driver/merchandiser or salesman (hereinafter "mobile representative") is equipped with a simple-to-use touchscreen PocketPC to perform basic functions of order processing, merchandising, payment collection, delivery, sales, van sales, route sales, and stock control. The system allows one to handle all the necessary operations directly at the customer's site, with option of printing any required delivery, receipt and sales documents. Invoice, waybill, tax note, delivery docket, quotation, stock take report – this is the partial list of documents available for printing on the route.

The unique feature of this system implementation is the opportunity of complete remote control over the whole network of mobile representatives by their manager (business owner). Using PocketPC, notebook or office PC, manager is able to dynamically review the orders accepted, confirm or cancel them, change their status, add the comments, as well as obtain most complete consolidated reports for each representative (number of accepted orders, order amounts, the most popular goods, regional delivery control – in a few words, "what, when, where").



MobileSOP supports the most cost efficient mode of data transfer: direct mobile phone call within the same operator's network. For example, the order accepted can be transmitted to office and automatically processed within 20 seconds.

Optionally supported: *GPRS; Wi-Fi; landline communications, office synchronisation through PocketPC cradle.*

The system can work using both communicator and inexpensive PocketPC supplemented with a common mobile phone.



MobileSOP offers the opportunity of full integration with any back office/ accounting system existing in owner's office. The information on all the actions taken (orders accepted, payments collected, sales made, merchandising or facing reports filled), as well as other control data from representative (time when the operation is performed, totals, amounts received, etc.) are being transmitted to owner's back office/ accounting system automatically. In spite of above, **MobileSOP** remains under complete control of office system, viz: current office system defines the list of goods, their packaging, prices, list of customers and their balance, taxes, etc. These data are automatically transmitted into **MobileSOP** system daily.



MobileSOP supports virtually any popular model of PocketPC by leading manufacturers such as Hewlett-Packard, Toshiba, Rover Computers, Dell, ASUS, Mitac, and Fujitsu-Siemens.

FIND MORE DETAILS ABOUT THE SYSTEM ON THE WEBSITE: WWW.MOBILESOP.COM

POSPack and document printing



There are several ways to print the necessary documents:

- Printers mounted into minivan/truck
- Mobile printers and virtually any type of handheld printers
- Printing through BlueTooth or wireless network
- Virtually any type of printer with IR port
- In-office printing

In addition, we can offer the hardware of our own design for your car/minivan. It is **POSPack** (metal box integrating all the equipment for **MobileSOP** work on the truck). The equipment includes:

- Power supply converter for all other devices. **POSPack** can be supplied with cigarette lighter plug, or be directly connected to car's accumulator battery.
- Dot-matrix printer allowing to print A4/landscape documents.
- Additionally, printer supports printing of up to five copies of each document simultaneously. Automatic paper feed is the excellent way to optimise the work content for each driver.
- Additionally, the paper can bear owner's corporate identity.
- Large slot for perforated paper stockpile.
- Cradle for PocketPC recharge and connection to printer.
- **OPTIONALLY:** GSM/GPRS modem for data exchange between the office and truck on the route. Your minivans/trucks will be able to obtain the orders from your office and transmit the results back on-the-go via mobile communications.

Brief review of MobileSOP features:

Mobile Sales Order Processing:

- Works on any PocketPC, communicator and notebook
- Data on customers
- Customer search by name
- Customer order history
- Ability to generate sales orders in a few seconds
- Convenient goods search system
- Inverted calculation
- Automatic price calculation, tax support
- Support of special prices for customers
- Support of discount systems
- Order printout during the meeting with a customer
- Integration with barcode scanner
- Ability to remotely download the complete set of data, including customers, goods, VAT, suppliers, prices, etc. via mobile or wireless connections, common landlines, or Internet
- Ability to view received order reports per representative
- Ability to subdivide mobile users by data access levels
- Dynamic remote monitoring over mobile representatives by their managers using shirt-pocket-sized handhelds
- Easy-to-use and easy-to-grasp features

Office Network Sales Order Processing:

- Convenient simultaneous work provision for several operators receiving orders in the office
- Ability to provide multi-user services for several workplaces
- Convenient and simple interface designed for optimal entry of orders by unseasoned personnel

- Options of order entry using keyboard and mouse or special touchscreen interface
- Dynamic remote monitoring over mobile representatives by their managers
- Subdivision of the system users by groups
- Advanced system of rep and customer reporting

Remote Office Sales Order Processing:

- Ability to serve customers remotely from several different offices
- Option of integration with a central office
- Minimisation of communication costs due to application of database synchronisation technology
- Option of scheduled timely optimized data synchronisation via telephone landlines, dedicated lines, Internet or virtually any networks

Van Goods Sales/Distribution:

- Operation on common and industrial handhelds
- Integration with barcode scanner
- Van driver is fully spared of the paperwork trouble
- Automatic support of van/truck stock status control
- Full control of the driver's activity from the office
- Ability to generate waybills/invoices in a few seconds
- Dockets can be printed in the driver's cab
- Remote transfer of daily activity results to the office and reception of all required data (lists of customers and goods, scheduled routes) from the office

- Driver's ability to printout his/her daily reports
- Integration with your back office/ accounting system
- Dynamic remote monitoring over mobile reps by their managers using shirt-pocket-sized handhelds
- Subdivision of the system users by groups

Back Office/ In-House Accounting System Integration:

- We provide the complete integration of our solutions into your current business processes
- Our software products use your updated lists of goods, customers, tax schemes, etc.
- Work results can be transferred to your office system in automatic or semiautomatic modes
- We have a complete and exhaustive set of documentation describing the integration process, allowing you to fulfill it through your own solution providers
- Your company will get an option to generate any required reports based on the primary data provided by our software products

Your staff's customer relation activity planning and control system. Work scheduling program:

- The system allows you to keep track of each client: service call history, order history and history of works performed for each customer
- Your company will get an option to generate any required reports based on the primary data provided by our software products

