



MobileSOP (Mobile Sales Order Processing)

Cost of Solution

It would be our pleasure to see your company among our customers and to do our best to offer you the most favourable conditions.

Digsee Ltd offers the unique opportunity, **MobileSOP system lease, with free pre-configuration of the system for your needs:**

SOFTWARE FOR ORDER PROCESSING, STOCK CONTROL, SALES TRACKING, VAN SALES, MERCHANDISING, AND SALES FORCE AUTOMATION

BASED ON POCKET PC / TABLET PC

MobileSOP Lease:

1. Digsee Ltd is ready to offer MobileSOP software **for lease** for any number of workplaces at the rate of **EUR 3 per day per PocketPC client license**. In this case your company gets the following components **free of charge**:
 - Server component of solution;
 - Description and consultations on integration process with your back office/accounting system;
 - Communication module for direct data transfer supporting such technologies as GSM, GPRS, 3G, Wi-Fi, modems and landlines
 - Automatic backup system
 - Central workplace for installing/uninstalling/disconnection of client PocketPC
 - Full technical support from our company.
2. Starting from the very first day and without any significant investments into software, system user can get all direct and indirect profits from mobile automation implementation. In addition, our company is ready to configure the solution to your needs **FREE OF CHARGE** within three business days.

Just forward your request to admin@mobilesop.com, and we will send you all the necessary details and promptly stipulate all the process of system provision. If you prefer buying the system instead of leasing, please let us know and we will provide a detailed quotation for you.

Above licensing conditions are provided for the solution in ready to use state.

The cost of modification/ re-development/ implementation is to be defined separately by stipulating the list of necessary functions (if required). Few contacts are enough to discuss this list. We are ready to develop a detailed specification for you. You can perform the integration with your back office/accounting system by yourself (we will provide open file formats) or we will integrate the solution for you.

Technical support conditions are to be stipulated additionally when you decide what type of PocketPC is to be used, what are the communication options and who is the hardware supplier.

Payment options

We are accepting payments in US Dollars and Euro.

Our company is always serving each customer individually and, depending on project scale, ready to adjust the cost of system implementation.



Digsee Ltd – Company website: www.digsee.com - Product website: www.mobilesop.com
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Solution components

№	Module/ component	Description
1	Base module	<ul style="list-style-type: none"> ○ Start/end of day operations, with optional adjustment of van stock functions fulfilled (stock load, stock load according to dockets, goods examination, stock unload, returned goods unload, stock take, printing reports) ○ Report printing on the truck/van ○ Different customer type support ○ Special price support ○ Different docket type support (Delivery docket, Payment acceptance, Quotation, Invoice, Pro-forma invoice) ○ POSPack printing support ○ Printing on dot-matrix printer with IR port connected to "smart" IR cradle ○ Office IR port communication support ○ Office cradle communication support ○ Serial cable communication support ○ Remote communication via landline support (modem, external modem, CF-modem) ○ Remote communication via wireless radio networks support ○ Remote communication via GSM/GPRS connection support ○ Individual password protected/unprotected system access support ○ Truck driver assistant option ○ Docket numbering setup for each PocketPC
2	Direct Sales/ Delivery/ Return (Van Selling)	<p>In addition to base module, driver is enabled with opportunity to find the customer, select the customer, read customer's details and perform the operations on direct sales, goods delivery, goods return and necessary docket creation. Various operations allowed for selected customer are being determined automatically (e.g. cashless or cash operations, goods return allowance, etc.). Other features (check the list on the right):</p> <ul style="list-style-type: none"> ○ Automatic definition of special prices for selected customer ○ Optional truck stock or central stock control (see Mobile Rep Stock Control module) during the operations ○ Amount and tax auto calculation ○ Supporting integral goods (i.e. bottle), "loose" goods (kg, liter) and factorable goods (i.e. box and separate goods inside), automatic detection of goods input type and separate unit price ○ Option to process the payment received from customer right within the operation ○ Option to get the important information on the current customer (i.e. the list of incomplete deals or debts) ○ Option to get the guidance information helping to locate customer's premises ○ Optional control of the goods sales disallowed for current customer ○ Optional driver's ability/inability to change the goods price ○ Driver's ability/inability to provide a discount to gross amount of the order. Administrator can set the limit values for such discount. ○ Operation timestamp creation for office needs ○ Option of instantaneous transfer of operation results to office.
3	Pre-Order Sales/ Deliveries (PreSelling)	<p>In addition to base module, driver is enabled with opportunity to preview the list of deliveries/sales transmitted from office. For each delivery/sale, driver instantaneously gets delivery docket with the list of goods and defined prices, in ready-to-edit state. He/she can further adjust the current delivery/sale according to situation and complete the deal. The type of docket is being automatically determined basing on the type of customer. Other features (check the list on the right):</p>
4	Field Order Processing	<p>In addition to base module, driver is enabled with opportunity to find the customer, select the customer, read customer's details and perform the operations on customer's order processing. Other features (check the list on the right):</p>
5	Merchandising	<p>Opportunity to fill the results of customer's survey according to special positions, set new goods positions, monitor the prices and goods of the competitors, check and edit the parameters (yes/no questions, digital input, comments, date, time, etc.); option to plan the meetings and phone calls; set own comments; - i.e. opportunity to fill certain typed fields at the customer's site. History log is supported.</p>
6	Facing/ Distribution	<p>Opportunity to promptly register the goods present or absent on the showcase.</p>
7	Mobile Rep Stock Control/ Stock Change Control	<ul style="list-style-type: none"> ○ Goods relocation recording ○ Goods sales/delivery control according to goods remainders in mobile rep stock ○ Option to create an actual report on goods remainders in stock ○ Transmission of mobile rep stock state data into office for each deal ○ Complete report on goods relocation per each position with indication of operation type ○ Internal relocation of goods ○ Option to register the goods accepted to mobile rep stock ○ Optional registration of goods unload from stock ○ Option of stock revision ○ Option to preview/edit stock values ○ When using ordering module, option to get the central office stock state data en route ○ Optional creation of goods load dockets for mobile rep ○ Option to set the list of stock operation for start/end of day procedure ○ Additional reports on the goods relocation in stock ○ Consolidated reports
8	Stock of Customer's Returns/ Movement of Returns	<ul style="list-style-type: none"> ○ Controlling the current stock of customer's returns ○ Automatic recording of return reasons for each position ○ Recording of customer's returns (Goods return docket) ○ Optional complete unload of returns from mobile rep stock (the list of returns is shown, driver is checking and editing it, on the completion of operation the list is zero filled, office gets the discrepancy report) ○ Optional decrementing recording of returns within the operations of delivery/sale (e.g. 5 units delivered, 3 units returned, 2 units for sale) ○ Optional operation of returns unload ○ Option to add returns unload operations to end of day procedure ○ Additional reports on returns relocation ○ Return reason reports
9	Free/ Promotional Goods Shipment Control	<p>Mobile rep is enabled with opportunity to register free/promotional goods delivery/shipment. If the system owner requires it, mobile rep can optionally register free/promotional goods delivery right during the sales, delivery, and return operations. The report on delivered free/promotional goods is generated. Optional request for reasons of free delivery can be added (i.e. action, promotion, goods replacement, etc.).</p>
10	Creation of Claim for Goods Load by Mobile Rep	<p>Mobile rep is enabled with opportunity to create the claim for goods load including the positions he/she needs. This application will be transmitted to office for further control/confirmation. If confirmed, the application can be transferred to mobile rep in goods load docket form.</p>
11	Spot Operation Recording	<ul style="list-style-type: none"> ○ Mobile rep is enabled with opportunity to record the payment received from customer and optionally print the required docket ○ Option for mobile rep to record the payment received during van sale operation for internal use (even if he/she has no official right to accept cash) ○ Optional support of non-standard schemes of work ○ Option to accept the paychecks ○ Option to accept vouchers ○ Option to accept other payment commitments
12	Internal Lodgment	<p>Mobile rep is enabled with opportunity to register the cash lodged to central office. Separate recording of various denominations, coins, checks, vouchers, with optional input of operation reference number.</p>
13	Route List Support	<p>Mobile rep is enabled with opportunity to visit/call the customers according to route list. The module includes the following options:</p> <ul style="list-style-type: none"> ○ Weekly routes for each mobile rep ○ Routes for a certain date ○ Optional input of selected route by mobile rep ○ Optional automatic selection of the route depending on the certain mobile rep. <p>This module includes the option to print the pending route for today. On completion of the operation with the certain customer, this position is getting removed from the route list and the data on this operation is being automatically recorded and transmitted to central office.</p>
14	Previous Delivery/ Sale/ Order History Log	<p>When selecting the customer from database and registering the current operation (order, sale, delivery), mobile rep is enabled with opportunity to preview the previous operations with this customer, create a new operation on their base within a few seconds, edit and complete it. There is an option to set the maximum number of days and/or records covered by history log. If the user needs it, a special type of history log is provided: automatic creation of editable operation on the base of recurrent visits (week ago, month ago, etc.). For example, mobile rep is performing van sales and the volume of operations is more or less coinciding for same weekday. If mobile rep has selected a customer, and there is the operation of same type recorded a week ago, it will be automatically offered for edit and completion. If it is inappropriate for mobile rep, he/she can promptly clear the list of goods in operation.</p>
15	Special Group of Goods - "History"	<p>Mobile rep is enabled with opportunity to access a special group of goods – "History" during the process of operation edit. This group is being created by back office/accounting system and contains individual set of links to the goods for each customer.</p>
16	Special Group of Goods - "Recommended"	<p>Mobile rep is enabled with opportunity to access a special group of goods – "Recommended" during the process of operation edit. This group is being created by back office/accounting system and contains individual set of links to the goods for each customer.</p>
17	Special Group of Goods - "Most Popular"	<p>Mobile rep is enabled with opportunity to access a special group of goods – "Most Popular" during the process of operation edit. This group is being created by back office/accounting system and contains individual set of links to the goods for each customer.</p>

