

Sage MAS 500 ERP

eSalesforce

Empower Your Sales Force

The eSalesforce module 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 gives 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, eSalesforce ensures that you can keep up with new opportunities, manage forecasts, and review sales and commission results.

BENEFITS

- Maximize selling opportunities and deliver exceptional customer service.
- 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.

SAGE MAS 500 SOLUTIONS

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

SOA - Systems of America

Wednesday, March 03, 2010

Welcome

My Information

Tasks

RecentOrders - Last 30 Days - My Data

Date	Number	Customer	Status	Currency	Amount
05-Feb-2010	SO-000000353	Business Insights Dashboard	Closed	USD	74.55
05-Feb-2010	SO-000000354	Business Insights Dashboard	Closed	USD	74.55
03-Feb-2010	SO-000001136	Aldebaran, Inc.	Open	USD	868.00
03-Feb-2010	SO-000000351	Aldebaran, Inc.	Open	USD	311.50

RecentShipments - Last 30 Days - My Data

Date	Number	Customer	Carrier	Tracking No.
05-Feb-2010	000000746-SH	Business Insights Dashboard	Yellow Freight	
05-Feb-2010	000000747-SH	Business Insights Dashboard	Yellow Freight	

CustomerSummary - Credit Exceeded - My Data

Customer	Credit Limit	Open Orders	Account Balance	Available Credit
Blackwell Emulsion Co.	0.00	412,208.00	120,313.04	-532,521.04
Business Insights Dashboard	100,000.00	560.00	94,405,196.21	-94,305,756.21
Explore Travel Agency	0.00	0.00	0.00	0.00
Fountain Valley Florists	0.00	65.90	11,588.57	-11,654.47
Johnson Lumber Co.	20,000.00	30,689.49	24,616.63	-35,306.12
Scott Brothers Computers	0.00	1,004,670.00	20,345.76	-1,025,015.76
tonya	0.00	2,011.17	2,064.58	-4,075.75
United Rent-All	0.00	0.00	238,855.55	-238,855.55

MyHistory - Current Year - My Data

Period	Sales	Cost of Sales	Gross Profit	%	Commissions
2010-2	56.00	40.00	16.00	28.57	0.00

“Sage 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.

Virtually Unlimited Sales Applications

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

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 Sage MAS 500 accounting and distribution applications, or through the Sage MAS 500 Web-based applications, eSalesforce, and eCustomer.

Recent Shipments

To keep up to date with shipments to their customers, salespeople 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

In addition to viewing account information, remote salespeople have the ability to enter sales orders for their accounts. The salesperson can view the order entry defaults and account details, just as their customer would. Sales managers can also access all of their sales team members’ accounts for review, and can also enter customer orders.

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. 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.

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 its 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.