



SAGE MAS 500

eSALESFORCE

- 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.

SAGE MAS 500 SOLUTIONS

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

Blytheco

MAS 500 - eSalesforce - Microsoft Internet Explorer

Powered by MAS500

SOA - Systems of America Wednesday, April 16, 2003

Welcome customer **My Information**

Activities - All - All Data

Opportunities - All - All Data

Account	Description	Days	Estimated Date	Potential Prob.(%)	Weighted Sale
Aldebaran, Inc.	More Servers	0		4,198.99	
Aldebaran, Inc.	SAN for Network			518.00	
Concentric Systems	Concentric Systems-Phase I	1202	03-Dec-1999	2,997,000.00 100	2,997,000.00
Abbott Worldwide	Abbott WorldWide-Phase I	1066	17-May-2000	4,104,000.00 100	4,104,000.00
Farmco Industries	Farmco Industries-Phase I	111	29-Mar-2001	59,900.00 50	29,950.00
Chicago Auto Products	Chicago Auto Products-Phase I	126	11-Apr-2001	89,770.00 70	62,839.00
Solar Fluid Systems	Solar Fluid Systems-Phase I	83	19-Apr-2001	3,914,000.00 50	1,957,000.00
Clayco Manufacturing	Clayco Manufacturing-Phase I	119	17-Dec-2001	158,892.00 20	31,778.40
Littleton Robotics	Littleton Robotics-Phase I	142	20-Dec-2001	7,796,000.00 25	1,949,000.00
Toshiba Industrial Products	Toshiba Industrial-Phase I	126	24-Dec-2001	20,162,450.00 50	10,081,225.00
Burke Drill Company	Burke Drill Company-Phase I	107	31-Dec-2001	20,888,470.00 50	10,444,235.00
Abbott Ltd.	Abbott Ltd.-Phase I	29	31-Dec-2001	3,126,100.00 21	656,481.00
Abbott WorldWide	Abbott WorldWide-Phase II	349	28-Feb-2002	1,629.00 100	1,629.00

Customer Quick Link

RecentOrders - Last 90 Days - All Data

Date	Number	Customer	Status	Currency	Amount
18-Mar-2003	SO-000000264	Alicia Garage Doors	Closed	USD	106.49
18-Mar-2003	SO-000000265	Aldebaran, Inc.	Unacknowledged	USD	1,078.05

RecentShipments - Last 90 Days - All Data

CustomerSummary - All - All Data

MyHistory - Last Year - All Data

Empower Your Sales Force

The newest Sage MAS 500 ERP 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. 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.



Sage MAS 500

eSalesforce

"[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.

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 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

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 Sage CRM 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.

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 their 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.