

Neotek Sales Force Automation



Why Sales Force Automation?

Automate your sales force to drive these business benefits:

- ◆ Increased Sales – Cut out time consuming paperwork by automating the order taking process. This gives your sales people more time to make additional sales calls each day.
- ◆ Increased Order Value – Empower your sales people to up-sell. Increase the value of each order with real time specials, new product releases, end of line offers and promotions.
- ◆ Increased Order to Visit Ratio – Ensure your sales people have all the information they need in real time to answer any questions and take an order on every visit.
- ◆ Reduced Staff Numbers – Automating order processing reduces the need for customer service staff to manually enter orders.
- ◆ Greater Visibility – Receive call reports immediately after the visit is complete, allowing you to track and manage the progress of your team and respond to customer issues as they arise.

Neotek Sales Force Automation:

Sales Force Automation is a core module of the Neotek Enterprise Suite. Consider these advantages:

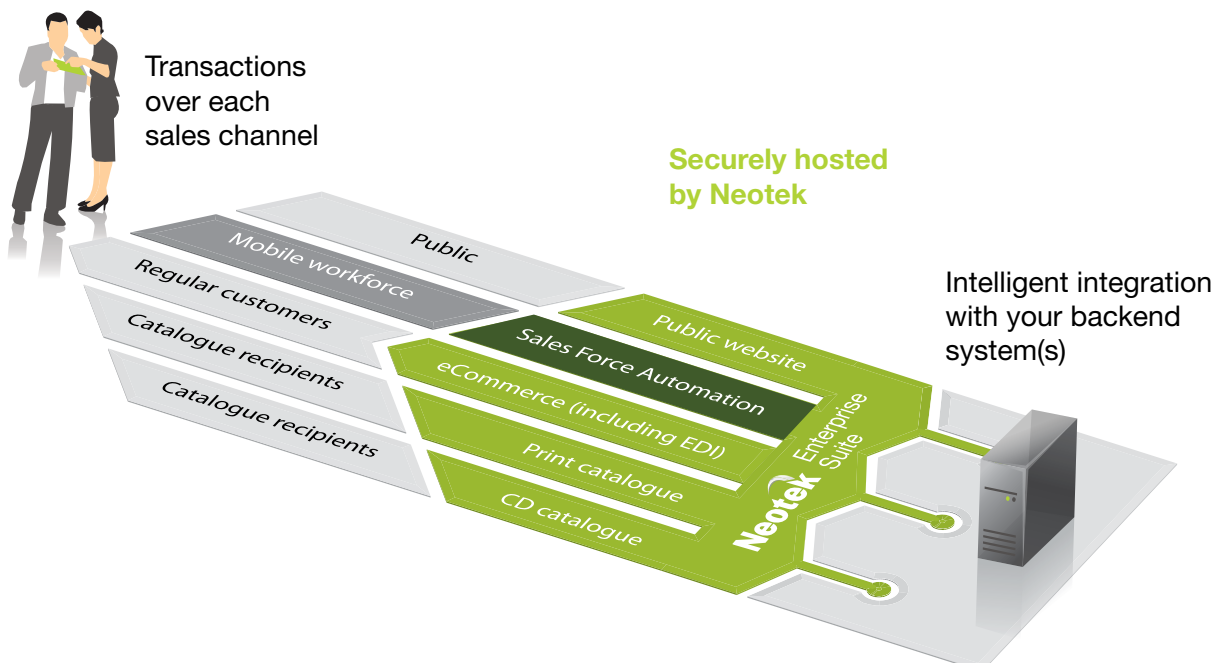
- ◆ Simple to use, mirrors a sales person's daily workflow and available on a full range of devices including PDA and tablet PC.
- ◆ Integrates with most back office business and financial systems.
- ◆ Return on investment proven in deployments with major sales teams throughout Australia and New Zealand.
- ◆ Supported by Neotek's extensive integration experience with manufacturers, importers and distributors.
- ◆ The modular solution can be easily extended to include eCommerce, website, print and CD catalogues as required.

The Neotek Enterprise Suite

Neotek Sales Force Automation is part of a suite of powerful solutions which enable employees, resellers and customers to easily sell, re-stock and buy from wherever they are. Designed for manufacturers, importers and distributors, Neotek Enterprise also offers eCommerce, EDI and public websites, as well as print and CD catalogue creation.



All of your sales automated



Neotek Sales Force Automation

Fit more customer visits into every day!

Start the day

Be prepared!

- Sales targets
- Progress reports
- Calendar of visits
- Sales manager instructions
- Company news

After the visit

Keep customers loyal with fast, accurate orders

- Automatic order confirmation
- Follow-up appointments
- Call reports
- Submit survey responses



In the car

Have all the data to hand before each visit

- Previous order status
- Credit status
- New offerings
- Notes from previous visits

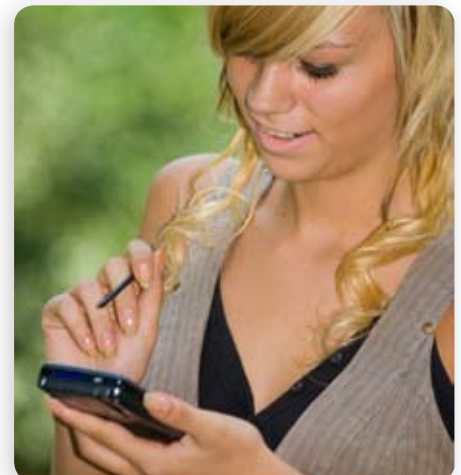
Taking and beaming the order

Increase order value per visit

- Entire product catalogue
- Product images
- Complex pricing
- Product specs
- Inventory by warehouse
- Downloadable documents
- Specials & promotions
- New products
- Up & cross sells
- Repeat standing orders

Feature highlights:

- ◆ Present a comprehensive catalogue with rich product information and images on any sized screen, PDA or tablet
- ◆ Offer customer specific pricing and inventory information
- ◆ Highlight promotions and new product releases
- ◆ Automatically submit customer orders for processing
- ◆ Check customer orders in progress and back orders
- ◆ Review customer sales history and the likely value of the next order
- ◆ Take a complex order at the speed at which someone speaks
- ◆ Review customer credit status
- ◆ Check on customer sales vs. budget
- ◆ Pull up customer invoices and statements
- ◆ Enter call notes and sales report updates.



Why Neotek?

Integration

Neotek Enterprise has a justified reputation for effective integration with numerous financial systems. The solution has been market tested in thousands of transactions and trading hours in multiple industries, ranging from autoparts and electrical components to giftware, food and whiteware.

Evergreen Licencing and Support

We understand that clients want pricing certainty as well as great business tools so include 'evergreen licencing' in every solution. This gives you immediate access to the latest version of Neotek Enterprise as soon as it is released, without hidden upgrade or service fees.

Leading Technology

We elected early on to develop in Microsoft.Net for maximum usability. As a business we are committed to staying ahead of the technology curve to ensure our clients are always market leaders.

Multiple Channels

Even as a more businesses go online, sometimes a high quality printed catalogue is still the best tool for the job. Whether your customers place orders online, directly into your system or to another person, Neotek Enterprise has it covered. We can even present information for your mobile sales force on a large screen tablet PC as well as smaller handheld devices.

To learn more or receive a personal demonstration, please contact us on +64 9 915 6655, at sales@neotek.co.nz or visit www.neotek.co.nz

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