

SALESConnect

SALESConnect allows your sales representatives and partners to access and update critical prospect information — from anywhere, at any time.

OUT OF THE OFFICE — NOT OUT OF TOUCH

Provide remote access via a secured Internet connection for partners and sales representatives to:

- Create and manage their sales opportunities
- View their pipeline
- Configure products
- Define new customer accounts or edit existing information
- Access and update CRM information
- Log customer calls
- Create sales orders
- Manage and update suspect, prospect, customer and contact information

SECURITY

Present fully secured pages that customers and partners can access — showing only relevant data to each party.

ELIMINATE ERRORS

Enter customer information from the field as it is collected, eliminating errors and forgotten information.

ELECTRONIC FILES

Track all customer "touches" through an electronic system instead of trying to track contacts through paper files.

24X7 ACCESS

Give customers, sales representatives and partners 24-hour access, seven days a week to provide the broadest coverage possible.

TASK LISTS

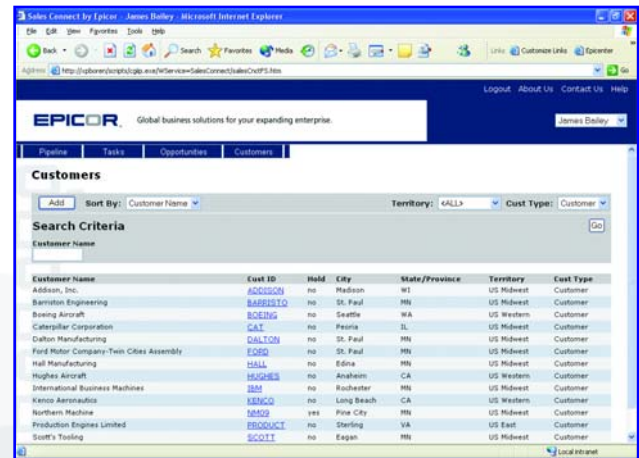
Create task lists within the application that track the "to-do's" for every contact and customer.

SALES ROLES

Create differentiating roles for every member of the sales team, including rep, territory manager and regional manager.

PERSONALIZATION

Present different screens to different parties depending on their role (e.g., a sales rep sees different screens than a sales manager). Tasks can only be viewed by the appropriate roles.



Provide Web access to prospect data and sales processes, such as product configuration, to sales representatives.



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