

# MobileMDS Salesman Laptop Information System

Mobile MDS gives your sales force the tools essential for sales success in today's marketplace



*MobileMDS helps your sales force maximize effectiveness in front of customers with on-site product, pricing and purchasing information. It also facilitates administrative tasks with direct order downloads.*

Salesmen are your company's frontline representatives to your customers. Detailed knowledge of a customer's purchasing and pricing history, accurate product information, and the ability to place orders are critical in order for the salesman to accomplish his responsibilities. The Systems House, Inc. provides a complete, integrated, and affordable laptop based software system designed to give your sales force portable and instant access to the vital customer and product information they need for success.

The Mobile MDS Information System from TSH enables your sales force to achieve their sales goals by providing an easy-to-use yet extensive set of tools that is available everywhere. Automatically interfaced to the MDS (Master Distribution System) server, Mobile MDS provides the salesperson with ready access to the customer's purchasing history and special pricing information, in addition to detailed product information and inventory status. Customer's questions can be answered in a more informed manner. In addition, Mobile MDS eliminates the need for paper systems and minimizes the time your sales force spends on administrative tasks. Since routine tasks are automated,

employee effectiveness is increased leading to greater revenues and improved margins.

## Strategic Advantage Over Other Systems

Mobile MDS has the following benefits over stand alone sales force automation systems:

**User friendly design-** Features on the Mobile MDS system operate the same as they do on Server based MDS. Knowledge gained on MDS is immediately transferable to Mobile MDS.

**No additional data input work required-** All relevant customer and product information is automatically transferred from the main MDS system - with no duplication of effort.

**Security-** Much attention has been paid to security for Mobile MDS. Salesmen can only receive and view information for their customer's orders, sales history, pricing and shipments. In addition, entry to the system is password protected and uploads and downloads must be performed via a secure connection.

**Seamless Integration-** Mobile MDS is designed for seamless integration with MDS. Integration of a third party laptop system is frequently cumbersome, but with Mobile MDS, data transfer is easy and efficient. Salesman can use a local network connection (LAN) or secure VPN (Internet) connection to download files and upload orders and quotes. All uploaded data is quickly incorporated into the main MDS system. This secure data exchange can take place at any time and any number of times per day.

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## Key Benefits of MobileMDS

Mobile MDS provides access to the critical information required by your sales professionals outside of the office. This access allows your salesmen to quickly react to customer needs and achieve greater success:

**Extensive product information** is available to the salesman -- while in front of the customer!!!

**Complete customer information** including pricing, purchasing history, order and shipment information is readily available.

**Increased ordering efficiency** is achieved by replacing paper-based ordering systems with online quotes (pro-formas) and orders that are directly imported to the MDS system. Customer pricing is updated daily to keep special pricing accurate.

Your sales force can now **provide immediate answers** to questions on products, pricing, and order status.

**Streamlining repetitive tasks** increases effectiveness, by allowing your sales force to concentrate on closing sales, rather than processing them.



**The Systems House, Inc.**

*Software Solutions for Distributors*

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**Doesn't forget the human component-** Mobile MDS is a sales tool which allows the salesman to increase revenue and customer satisfaction, rather than dehumanize a process that should be personal. Salesmen can use the system with customers present, showing product information and special pricing. When customers are not around, salesmen can view the order with cost information showing to make sure that they are meeting gross profit parameters.

**Affordable-** Mobile MDS is available for a fraction of the cost of implementing a costly third party package. Most importantly the interface is part of the product - your sales force can be up and running literally in one day!

***Available Functions:***

With Mobile MDS, salesmen can perform the following functions from their laptop anywhere at anytime.

- Create Customer Quotations
- Accept and transmit customer orders
- Send (upload) quotes and orders to the main MDS system
- Download updated customer and order information from the MDS server.

- Inquire on all aspects of the customer relationship including:
  - Customer Order History - Open Orders as well as closed
  - Customer sales history
  - Open Sales Quotations
  - Customer Pricing information
  - Product information - including Stock Status, Images and MSDS forms

***Increase Revenues, employee and customer satisfaction***

Visionary companies grow revenues by implementing solutions that help sales professionals recognize, capture, and utilize the vital customer information that drives their business. By combining the powerful functionality of MDS with the on-site convenience of a salesman laptop system, Mobile MDS delivers the critical information that sales professionals need in the field in order to increase sales and profits.

By having valuable customer information at their fingertips, your sales force will be more knowledgeable in front of their customers and better prepared to address customer's concerns. Salesmen maximize time spent with customers, resulting in greater success and profitability for your company.

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For more information on Master Distribution System and MobileMDS from The Systems House, Inc., contact TSH at 1-800-MDS-5556, or email [sales@tshinc.com](mailto:sales@tshinc.com)

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