



TSH User Group Meeting  
June 6 2005

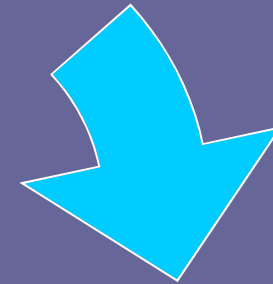
*MobileMDS helps your sales  
force maximize their effectiveness  
in front of customers with  
on-site product, pricing and  
purchasing information.*

# How It Works

Salesman Downloads  
Daily Orders  
From MDS System with  
Latest Inventory and Pricing  
information



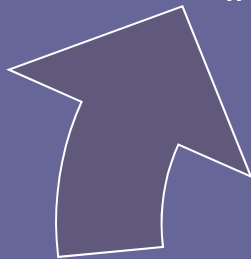
Salesman Places Order  
On Laptop System



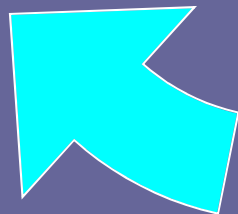
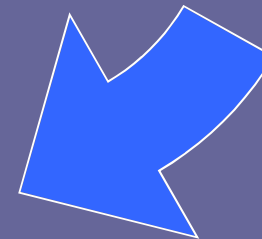
Order is Reviewed  
By salesman and  
Sent Via Secure  
VPN to MDS Server



Order Is picked, Shipped  
and Verified  
Email Confirmation  
of Detailed Order is Sent



MDS Administrator  
Converts  
Orders and Quotes  
into Real Orders and  
Creates Pick Tickets  
Emails Quick Confirmation



# Main Menu

The screenshot shows a Windows application window titled "MDS for Windows Version 7.10.4 - [192.168.253.254-SALES.12]". The menu bar includes File, Edit, Settings, View, Reset, Tools, GUI, PDA, Standard Functions, Special Functions, and Help. The main content area displays the following information:

Account:sales.12 Port:688 Menu:SALES.12 Capture:On

**MDS Salesman Information System**

- 1. Inquiry Menu**
2. Sales Quote Entry
3. Sales Quote Maintenance
4. Upload / Download Menu

At the bottom of the main area, there is a prompt: "Enter Selection or END : " followed by a yellow input field.

The bottom status bar contains the following text: CONTACTS, MAINT, DRILL, EXECINQ, REPORTS, CAPT OFF, VIEW, CRM.MENU, VRM.MENU, HELP, OK/END, INSERT, LDELETE, PREV PG, NEXT PG, INQUIRY, CANCEL, Off, and Popup.

The Windows taskbar at the bottom shows the Start button, several application icons, and the system tray with the time 12:16 PM.

# Inquiry Menu

**MDS for Windows Version 7.10.4 - [192.168.253.254-SALES.12.INQUIRY]**

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**Account:3688 sales.12 Port:688 Menu:SALES.12.INQUIRY Capture:On**

**MDS Salesman Inquiries**

- 1. Customer Order Summary**
- 2. Detailed Order Inquiry
- 3. Customer Open Order/Detail
- 4. Item Open Order/Detail
- 5. Detail Release Inquiry
- 6. Shipped Orders
  
- 7. Customer Detail History
- 8. Stock Status Inquiry
- 9. Customer/Product Price Lookup
  
- 10. Customer Pro Forma Summary
- 11. Detailed Pro Forma Inquiry
- 12. Customer Pro Forma Detail
- 13. Item Pro Forma Detail

**Enter Selection or END :**

CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU  
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start 335. ... e2 Int... MDS F... Micros... 12:18 PM

# Sales Quote Inquiry

# Sales Quote Inquiry

default - [RS60000.tshinc.com-3900 sales.12-CUST.PF.SL01251]

File Edit Settings Menu Repeat Tools GUI PDA Standard Functions Special Functions Help

| Customer | Company       | Name                      | Address 1       | Address 2 | City     | State | Zip    | Phone#       | Contact | Salesman           | Credit Limit | Credit Hold | Alt. Priority |
|----------|---------------|---------------------------|-----------------|-----------|----------|-------|--------|--------------|---------|--------------------|--------------|-------------|---------------|
| 01       | MEDCORP, INC. | UNIVERSITY MEDICAL CENTER | 1 STATION PLAZA |           | EDMONTON | AB    | AR7710 | 914.464.4474 |         | 009 BRIAN WHITLOCK |              | N           |               |

| 1.Line | Quote?   | Cust Ref | Firm | OrdDt | Sent | Whs | ST | F | DS | OP | Order\$ |
|--------|----------|----------|------|-------|------|-----|----|---|----|----|---------|
| 1      | 01000325 | David    | Q    | 04/11 |      | 001 | OP | N |    | SY | 32.20   |
| 2      |          |          |      |       |      |     |    |   |    |    |         |
| 3      |          |          |      |       |      |     |    |   |    |    |         |
| 4      |          |          |      |       |      |     |    |   |    |    |         |
| 5      |          |          |      |       |      |     |    |   |    |    |         |
| 6      |          |          |      |       |      |     |    |   |    |    |         |
| 7      |          |          |      |       |      |     |    |   |    |    |         |
| 8      |          |          |      |       |      |     |    |   |    |    |         |
| 9      |          |          |      |       |      |     |    |   |    |    |         |
| 10     |          |          |      |       |      |     |    |   |    |    |         |
| 11     |          |          |      |       |      |     |    |   |    |    |         |

Enter FND to exit, NEXT PG, PREV PG, or Line Number for Detailed Pro Formase

|       |      |        |       |        |         |         |         |       |     |       |
|-------|------|--------|-------|--------|---------|---------|---------|-------|-----|-------|
| Fxncl | HELP | OK/END | INSRT | DEL/TL | PREV PG | NEXT PG | INQUIRY | CANCL | OFF | Popup |
|-------|------|--------|-------|--------|---------|---------|---------|-------|-----|-------|

start Microsoft Act... Microsoft -b... Windows ... Microsoft Exc... 10:01 AM

# Sales

default - [RS60000.tshinc.com-3900 sales.12-CUST.PF.SLO  
 File Edit Settings Menu Repeat Tools GUI PDA Standard Function

Customer: 01 MEDCORP, INC.  
 Company: UNIVERSITY MEDICAL CENTER  
 Name: 1 STATION PLAZA  
 Address 1: EDMONTON  
 Address 2: AB  
 City: EDMONTON

| 1.Line | Quote?   | Cust Ref | Firm |
|--------|----------|----------|------|
| 1      | 01000325 | David    |      |
| 2      |          |          |      |
| 3      |          |          |      |
| 4      |          |          |      |
| 5      |          |          |      |
| 6      |          |          |      |
| 7      |          |          |      |
| 8      |          |          |      |
| 9      |          |          |      |
| 10     |          |          |      |
| 11     |          |          |      |

Enter FND to exit, NEXT PG, PREV PG, or Line Number for De

Fnrl OK/END INSRT EDLTL PNLV

Microsoft Excel - SFPF01000325.XLS  
 File Edit View Insert Format Tools Data Window Help Adobe PDF

Linkivity Meeting

G17

**MEDCORP, INC.** Proforma

3216 PALM RIVER ROAD  
 SUITE 202  
 TAMPA, FL 33619  
 Phone: 813-630-5300 Fax: 813-630-5399

**Invoice Date:** 04/11/05  
**Proforma #:** 01000325

**Bill To:** UMC  
 UNIVERSITY MEDICAL CENTER  
 1 STATION PLAZA  
 EDMONTON AB AB222CD

**Ship To:** UNIVERSITY MEDICAL CENTER  
 1 STATION PLAZA  
 EDMONTON AB AB222CD

**Special Instructions:**

| Salesman       | Customer Order | Quote Date | Terms  | Ship Via   | Opr | Warehouse |
|----------------|----------------|------------|--------|------------|-----|-----------|
| BRIAN WHITLOCK | David          | 04/11/05   | NET 30 | UPS GROUND | SY  | 001       |

| Line | Item Number / Description | Quantity | UM | Unit Price | UM | Amount |
|------|---------------------------|----------|----|------------|----|--------|
| 1    | ANS-5711104               |          |    |            |    |        |
|      | GLOVE SURGICAL SIZE 7 1/2 | 1        | BX | 32.20      | BX | 32.20  |
|      | STYLE 42 50 PR/BX         |          |    |            |    |        |
|      | SUB TOTAL                 |          |    |            |    | 32.20  |
|      | PROFORMA TOTAL            |          |    |            |    | 32.20  |

Page 1

Sales Invoice (1)

Ready NUM

# Order Entry

MDS for Windows Version 7.10.4 - [192.168.253.254-SSS.SL.HDR.INPUT012S1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**Order / Quote Entry Header**

|                           |        |                   |                        |           |       |          |
|---------------------------|--------|-------------------|------------------------|-----------|-------|----------|
| Order#                    | 100475 | Date              | 05/11/04               | Sell Whse | 001   | NEW YORK |
| Company                   | 01     | THE SYSTEMS HOUSE |                        | Ship Whse | 001   | NEW YORK |
| Bill To                   |        |                   |                        |           |       |          |
| Customer                  | UMC    | Country           | 1. 000008              | Country   |       |          |
| UNIVERSITY MEDICAL CENTER |        | 000               | UMC SHIPTO             | 000       |       |          |
| 1 STATION PLAZA           |        | U.S.A.            | 23453 YESTERDAY ROW    | U.S.A.    |       |          |
|                           |        |                   | BLOCK 45676            |           |       |          |
|                           |        |                   | ATTN: SHIPPING MANAGER |           |       |          |
| EDMONTON                  | AB     | AB222CD           | SOFTWARE               | NJ        | 07021 |          |

2.Reg Dt 05/11/04

3.Cust PO# DAVID

4.Spec Ins PM DELIVERIES ONLY

5.Caller DAVID

6.Ship Via 02 UPS BLUE

7.Charge Freight Y

8.Firm Order/Quote Q

9.Update Price File Y

Enter Line# to Change, DELETE to Delete or 0 to Accept :

MDS INQ AR INQ CUSTOMER SALES MGT CRM  
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start 72... e2 I. M... Mi... Un... 12:38 PM



# Product Search

MDS for Windows Version 7.11.11 - [RS6000D.TSHINC.COM-2360 sales.12-SSS.SL.LINE.INPUT012\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

Order / Quote Maintenance Sell 001 \$923.25  
Ship 001 Ord# 000002

CO# 01 Cust# 100272 AESCULAPIAN-HYDE PARK

|    | Order | UM | PH | Price | UM | Cost |
|----|-------|----|----|-------|----|------|
| 8  |       |    |    |       |    |      |
| 9  |       |    |    |       |    |      |
| 10 |       |    |    |       |    |      |
| 11 |       |    |    |       |    |      |

Product Number Description

8 AAANNNNNNNNNNNNNNNNN

OK Cancel

ITEM#

DESCRIPTION

VENDOR#

PRODUCT CLASS

CUSTOMER ITEM#

UM On Hand In Pick Avail BackOrd InTrans OnOrder Next PO Case Box Unit

Lst Dt Qty Cost Price

PAGE 1 OF 2

MDS INQ STOCK ST GROUP LOTS COMMENT PRC INQ IMAGE PRODTEXT Cost Cancel  
 HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start In... M... C... Mi... ht... 5:19 PM

# Search Results

MDS for Windows Version 7.11.11 - [RS6000D.TSHINC.COM-2360 sales.12-SSS.SL.LINE.INPUT012S1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**Inquiry List**

Settings Help

MDS PRODUCT LOOKUP USING THE FOLLOWING CRITERIA

DESC:GLOV

| ITEM NUMBER                          | SELL PRC | ONHAND   | AVAIL        | ON ORD           |
|--------------------------------------|----------|----------|--------------|------------------|
| VEND# P/C UM DESCRIPTION             |          |          | DISCONTINUED | VENDOR ITEM#     |
| CIDA-35-5028                         | 6.90     |          |              |                  |
| CID 001 BX GLOVE LATEX FP X-LARGE    |          |          | 35-5028      |                  |
| 100/BX                               |          | LST SOLD | 3 BX         | 4.99 ON 05/21/04 |
| ***** END OF CUSTOMER HISTORY *****  |          |          |              |                  |
| ANS-5711103                          | 32.20    |          |              |                  |
| ANS 001 BX GLOVE SURGICAL SIZE 7     |          |          | 5711103      |                  |
| STYLE 42 50PR/BX                     |          |          |              |                  |
| ANS-5711104                          | 32.20    |          |              |                  |
| ANS 001 BX GLOVE SURGICAL SIZE 7 1/2 |          |          | 5711104      |                  |
| STYLE 42 50 PR/BX                    |          |          |              |                  |

Add OK Cancel

MDS INQ STOCK ST GROUP LOTS COMMENT PRC INQ IMAGE PRODTEXT Cost Cancel  
 HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start In... W C... M... ht... 5:20 PM

# Product Entry

default [RS60000.tshinc.com sales.12 SSS.SL.LINE.INPUT01251]

File Edit Settings View Reset Tools GUI PDA StandardFunctions SpecialFunctions Help

Order / Quote Entry

Sell 001 \$32.20

Ship 001 Ord# 000325

CO4 D1 Cust# UMC UNIVERSITY MEDICAL CENTER

| Product Number            | Order                | UM                | PH | Price | UM | Cost  |
|---------------------------|----------------------|-------------------|----|-------|----|-------|
| 1                         | ANS-5711104          | 1                 | BX | 32.20 | BX | 32.20 |
| Description               |                      | STYLE 42 50 PR/BX |    |       |    |       |
| GLOVE SURGICAL SIZE 7 1/2 |                      |                   |    |       |    |       |
| 2                         | AAAAAAAAAAAAAAAAAAAA |                   |    |       |    |       |
| 3                         |                      |                   |    |       |    |       |
| 4                         |                      |                   |    |       |    |       |

| Item | On Hand | In Pick | Avail | BackOrd | InTrans | OnOrder | Next PD | Case | Box | Unit |
|------|---------|---------|-------|---------|---------|---------|---------|------|-----|------|
| BX   |         |         |       |         |         |         |         | 4    | 1   | 1    |

ANS-5711104 Lst Dt Qty Cost Price

OF.TOT.DISC10

|         |          |        |         |         |         |         |         |      |        |       |
|---------|----------|--------|---------|---------|---------|---------|---------|------|--------|-------|
| MDS INQ | STOCK ST | GROUP  | LOTS    | COMMENT | PRC INQ | IMAGE   | PRODTXT | Cost | Cancel |       |
| HELP    | OK/END   | INSERT | LDELETE | PREV PG | NEXT PG | INQUIRY | CANCEL  | OT   |        | PopUp |

start Microsoft ActiveSync Microsoft PowerPoint Windows Display 9:57 AM

# Show Cost

default - [RS6000D.tslinc.com-sales:12-SSS.SL.LINE.INPUT012\$1]

File Edit Settings View Rese Tools GUI PWA Standard Functions Special Functions Help

Order / Quote Entry

Sell 001 \$32.20  
 Ship 001 Ord# 000325

CO# 01 Cust# UMC UNIVERSITY MEDICAL CENTER

| Product Number                             | Order | UM | PH | Price | UM | Cost                 |
|--|-------|----|----|-------|----|----------------------|
| 1 ANS-5711104<br>GLOVE SURGICAL SIZE 7 1/2 | 1     | DX |    | 32.20 | DX | 32.20 16.10 DX<br>50 |
| 2  |       |    |    |       |    |                      |
| 3  |       |    |    |       |    |                      |
| 4  |       |    |    |       |    |                      |

UM On Hand In Pick Avail BackOrd InTrans OnOrder Next PO Case Box Unit

Lst Dt Qty Cost Price

ENTER LINE# TO CHANGE OR 0 TO ACCEPT : XXXXX PAGE 1 OF 2

|         |          |        |         |         |         |         |          |      |        |       |
|---------|----------|--------|---------|---------|---------|---------|----------|------|--------|-------|
| MDS INQ | STOCK ST | GROUP  | LOTS    | COMMENT | PRC INQ | IMAGE   | PROOTEXT | Cost | Cancel |       |
| HELP    | OK/END   | INSERT | LDELETE | PREV PG | NEXT PG | INQUIRY | CANCEL   | OT   |        | Popup |

start Microsoft Office Word Microsoft PowerPoint Windows Display ... 9:57 AM

# View Product Information

MDS for Windows Version 7.11.11 - [RS6000D.TSHINC.COM-2360 sales.12-SSS.SL.LINE.INPUT012S1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

Order / Quote Maintenance Sell 001 \$923.25  
 Ship 001 Ord# 000002

CO# 01 Cust# 100272 AESCULAPIAN-HYDE PARK

| Product Number | Description             | Order | UM | PH | Price | UM | Cost |
|----------------|-------------------------|-------|----|----|-------|----|------|
| 1 RDS-3116247  | COAGUCHEK PT TEST STRIP | 48/E  |    |    |       |    |      |
| 2 CIDA-35-5028 | GLOVE LATEX FP X-LARGE  | 100   |    |    |       |    |      |
| 3 ASO-WHS5375  | BANDAGE SPOT WILD HOT   | 100   |    |    |       |    |      |
| 4 CIDA-151300  | COTTON BALLS MED CIDA   | 100   |    |    |       |    |      |

UM On Hand In Pick Avail BackO

Lst Dt

ENTER LINE# TO CHANGE OR 0 TO ACCEPT :  PAGE 1 OF 2

MDS INQ STOCK ST GROUP LOTS COMMENT PRC INQ IMAGE PRODTEXT Cost Cancel  
 HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start In... M... C... M... ht... 5:19 PM

# Order Maintenance

MDS for Windows Version 7.11.11 - [RS6000D.TSHINC.COM-2360 sales.12-SSS.SL.HDR.INPUT012\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

**Quote / Order Maint Header**

Order#  Date  Sell Whse  MEDCORP, INC  
Company  MEDCORP, INC. Ship Whse  MEDCORP, INC  
Bill To  
Customer  Country   Country

2.Req Dt   
3.Cust PO#   
4.Spec Ins   
5.Caller   
6.Ship Via   
7.Charge Freight   
8.Firm Order/Quote   
9.Update Price File

Enter Customer Po # or END :

| Order# | Customer# | Name                     |
|--------|-----------|--------------------------|
| 000002 | 100272    | AESCLAPIAN-HYDE PARK     |
| 000023 | 100239    | MIGUEL ALVEREZ M.D.      |
| 000114 | 100239    | MIGUEL ALVEREZ M.D.      |
| 000143 | 100334    | KHOURY MEDCIAL INSTITUTE |

MDS INQ HELP OK/END INSERT LDELETE

start | Inbox... | MDS f... | C:\Do... | Micros... | 5:17 PM

# Upload Orders to MDS

MDS for Windows Version 7.11.11 - [RS6000D.TSHINC.COM-2360 sales.12-SL.UPLOAD.REVIEW012\$1]

File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help

Orders Ready for Upload :

Salesman 009 BRIAN WHITLOCK

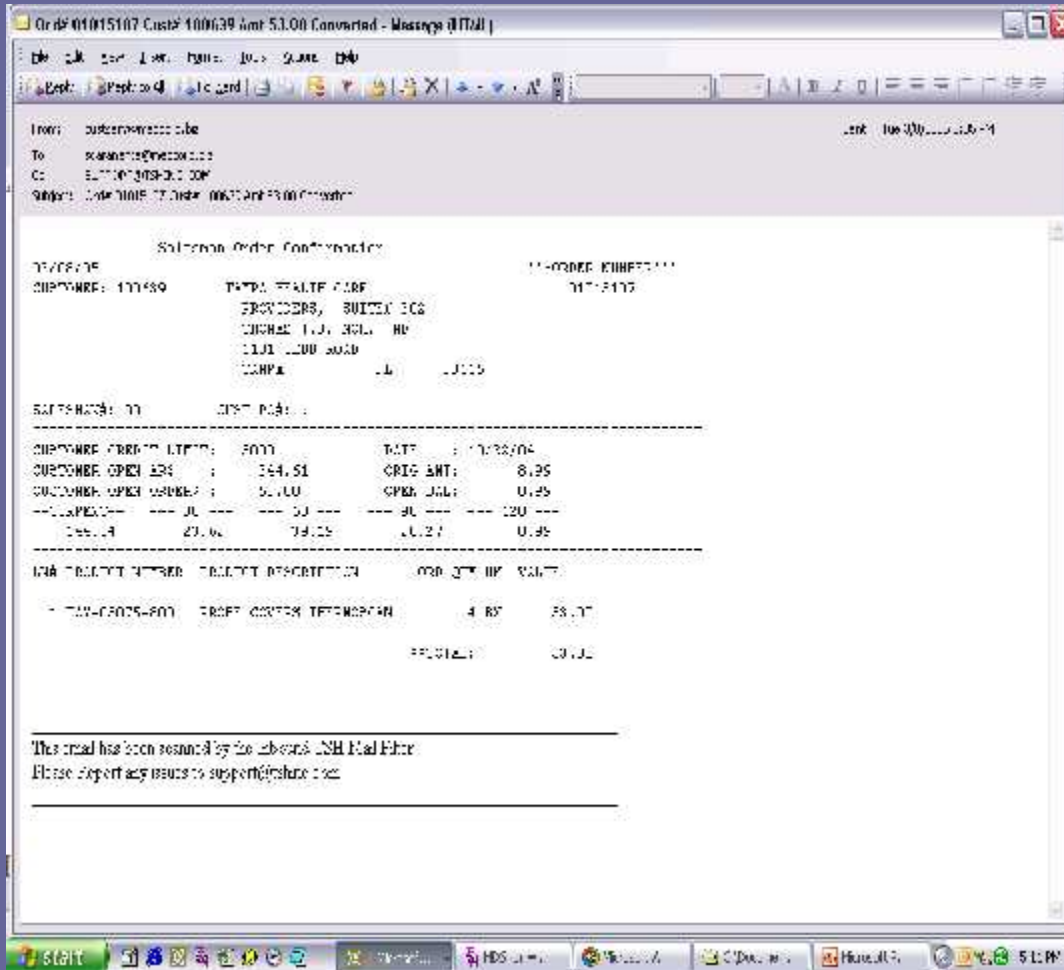
| 1.Line | Quote#   | Customer | Name                      | Total\$ | Firm /Quote | Send |
|--------|----------|----------|---------------------------|---------|-------------|------|
| 1.     | 01000321 | GRACE    | Grace                     |         | Q           | Y    |
| 2.     | 01000322 | 100262   | AESCULAPIAN MANAGMENT CO. | 34.45   | Q           | Y    |
| 3.     |          |          |                           |         |             |      |
| 4.     |          |          |                           |         |             |      |
| 5.     |          |          |                           |         |             |      |
| 6.     |          |          |                           |         |             |      |
| 7.     |          |          |                           |         |             |      |
| 8.     |          |          |                           |         |             |      |
| 9.     |          |          |                           |         |             |      |
| 10.    |          |          |                           |         |             |      |
| 11.    |          |          |                           |         |             |      |
| 12.    |          |          |                           |         |             |      |
| 13.    |          |          |                           |         |             |      |
| 14.    |          |          |                           |         |             |      |
| 15.    |          |          |                           |         |             |      |

XXXXXX

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start | [Taskbar icons] | 5:16 PM

# Emailed Order Confirmations

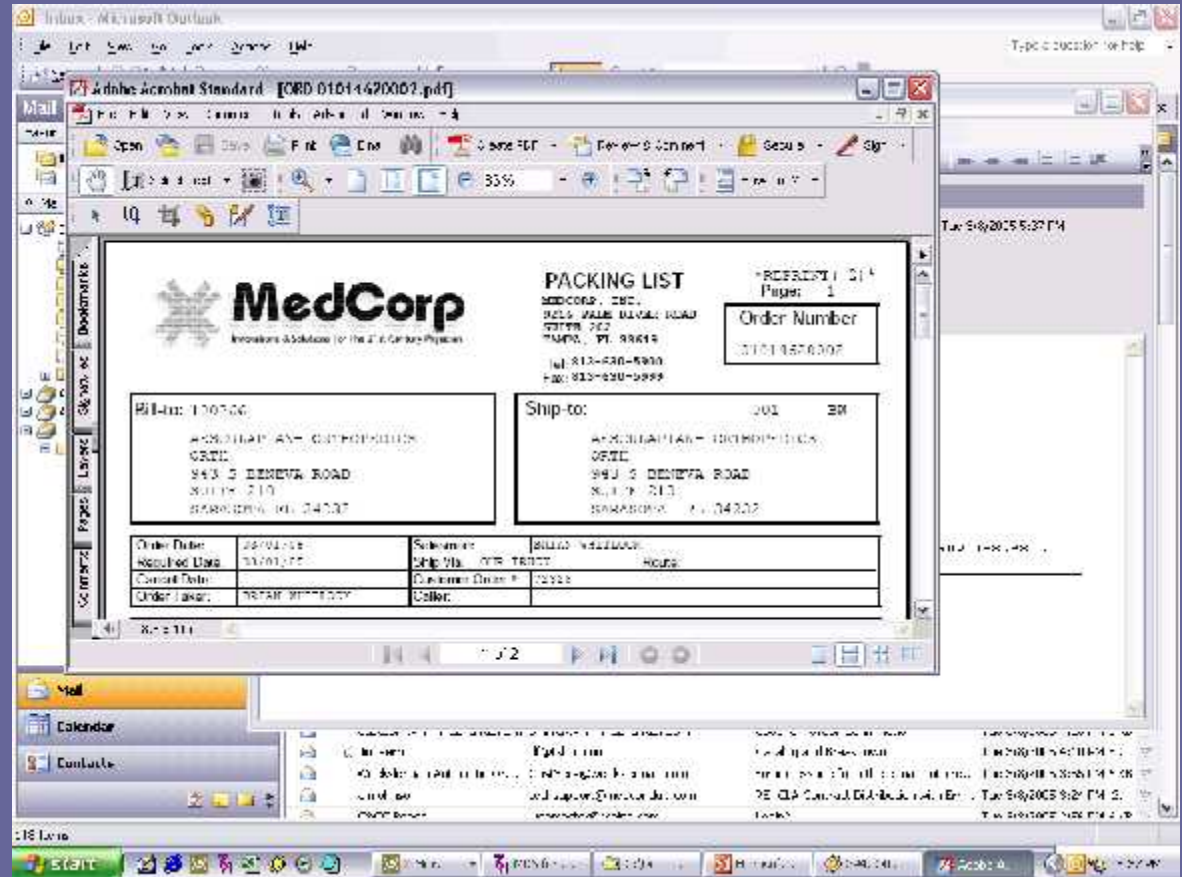


- Quick Email Confirmations: salesmen can confirm order has been converted.



# Detailed Order Information

- More Detailed Email Order Confirmations allow to Salesmen to see shipped quantity, Lot and Serial Numbers and any backorder situations





# Key Benefits of Mobile MDS

- Instant access to product information
- Instant access to customer information
- Increased ordering efficiency
- Improved customer service
- Increased employee effectiveness