

'Mobile Window Sales'

A data2go Datasheet



Mobile Window Sales is a ready-to-use sales solution designed for sales professionals in the window sector.

It is used by sales staff to automatically prepare sales quotations, then transmit the information back to head office for automatic preparation of contract documentation and scheduling of site surveys. An office-based management suite coordinates and controls sales staff and delivers management reports.



Mobile Window Sales helps schedule sales calls, lets your staff produce accurate quotations and sends orders back to the office.

Mobile Window Sales has been developed in conjunction with a leading UK window manufacturer so it embraces the real-life working methods required to ensure efficient operation.

Mobile Window Sales is designed to perform securely, in real-time over standard mobile telephone networks.

The Market for Mobile Window Sales

Window suppliers need to be able to differentiate themselves from competitors in a crowded marketplace. Sales professionals are central to this and need to demonstrate your company's capability to prospective customer by being efficient, accurate and flexible.

Traditional sales processes typically have the following problems:

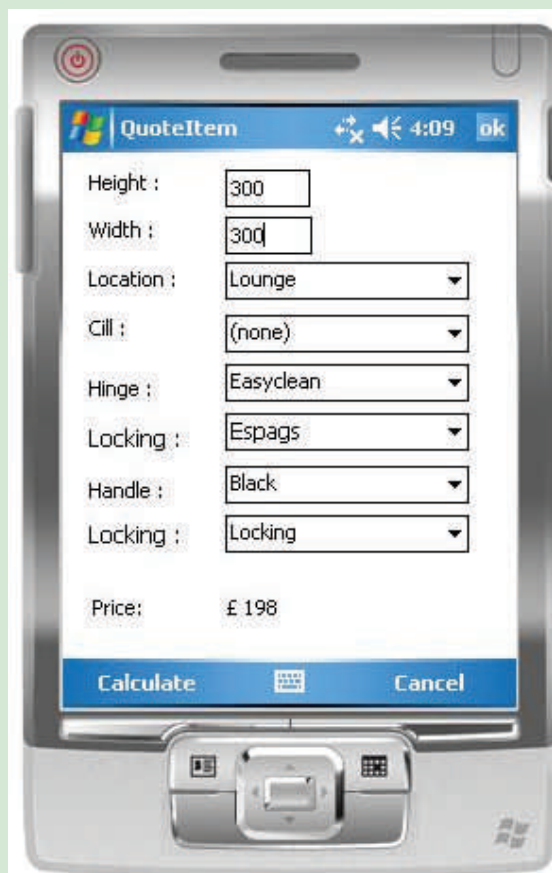
- Time is wasted visiting the office to pick up new sales leads and deliver completed quotations.
- On-site measurements are often incomplete or inaccurate.
- Quotations are produced manually so are error-prone.
- Latest offers and discount negotiations are hard to manage.

These problems lead to lost profits and poor customer service.

How Mobile Window Sales Provides a Solution

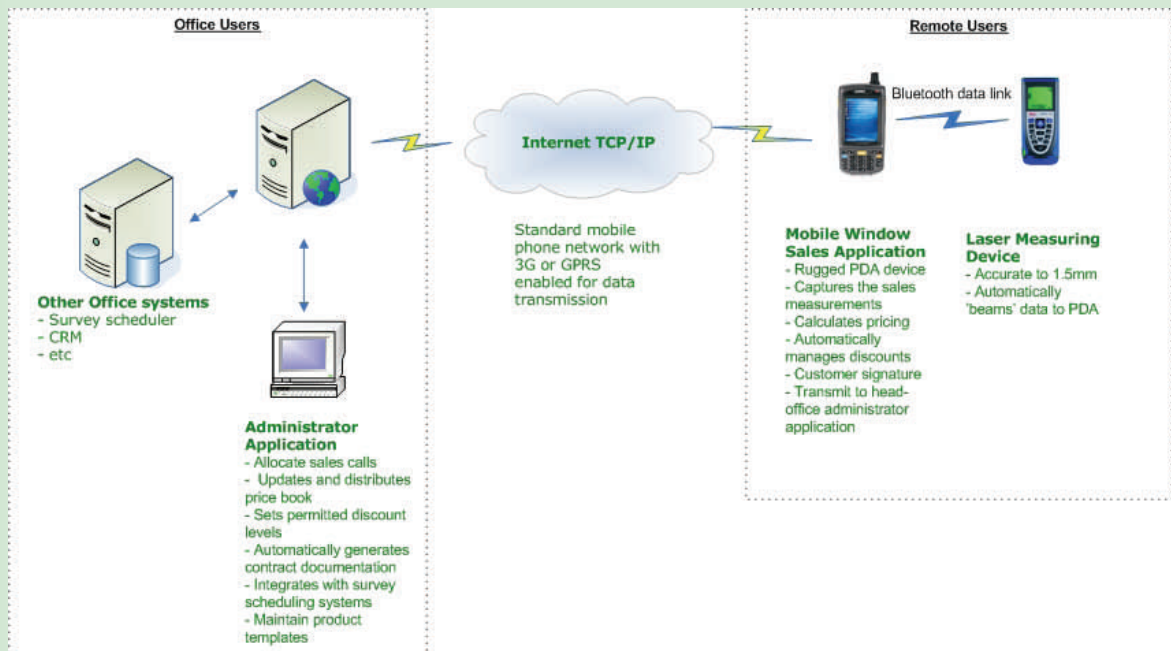
Mobile Window Sales solves these problems with a complete solution designed specifically for the purpose:

- All data is securely sent to and received from users on a hand-held device. There is no need to travel to the office.
- Measurements are taken using a laser measurement device accurate to $\pm 1.5\text{mm}$ and automatically checked for accuracy and completeness.
- Pricing is calculated automatically, using the company's latest price book.
- Price negotiation can be controlled within parameters set by the office—by discount percentage or special offers.
- All sales data is transmitted back to head office for automatic generation of contract documentation and scheduling of full site survey.



Mobile Window Sales provides an easy-to-use interface with touch-screen and drop-down menus

Technical Architecture



Return on Investment

ROI is achieved by increases in profitable revenue— through greater control of pricing and discounts, and by reduction of costs through improved business efficiency.

Quality

data2go software is built to the highest quality standards, using open technologies for complete future-proofing.

data2go is a Microsoft Gold Certified Partner Company and our software is also Microsoft-certified.

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