SalesAnywhere
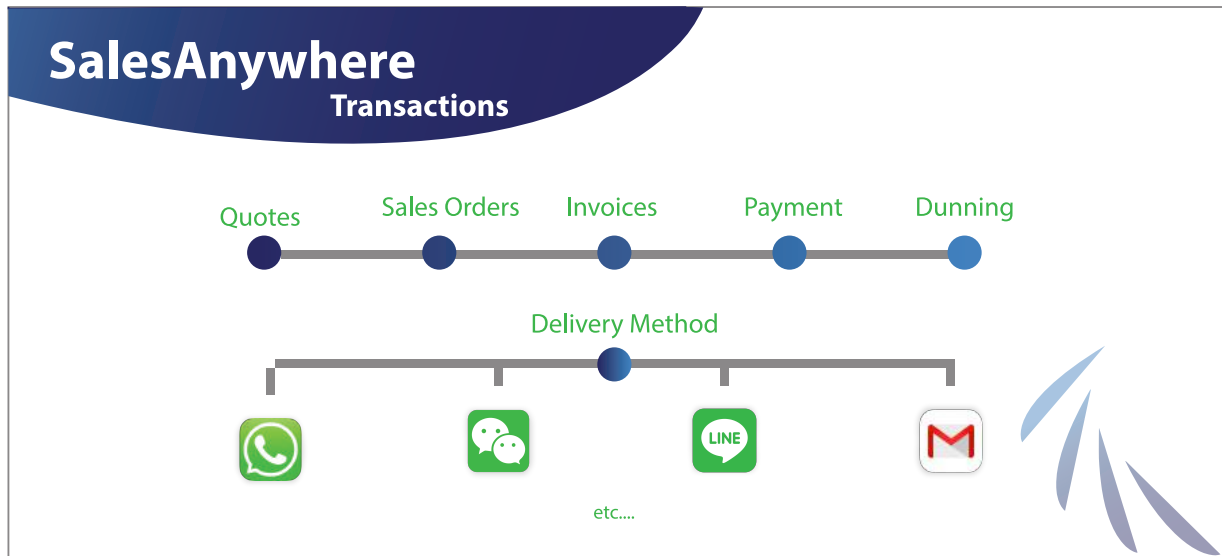
For **Sage** 300

Empower your mobile salesforce to create quotations, sales orders, invoices and record payments instantly and remotely, and post the documents into Sage 300 real time. With SalesAnywhere, there is no more need of data entry in the back office .
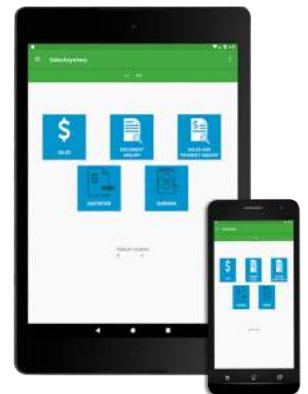

The Solution

SalesAnywhere uses web service technology and the Sage 300 SDK to provide real-time online posting of transactions from phones or tablets when salesmen are on the road.

Quotations

Impress your customers by creating and sending them quotations instantly in front of them, instead of days later.
- Include pictures of items in quotations
- Send quotations through email or messaging apps (like WhatsApp) on the phone

Sales orders

Create sales orders remotely and post them in Sage 300 O/E right away.
- Scan barcodes on products to speed up the entry process
- Look up customer information and balance
- Look up stock availability

Shipment and invoicing

If physical products or services are delivered to customers by mobile salesmen, shipments and invoices can be generated and posted as well on the spot, and payments recorded.
- Keep stock availability and count up-to-date
- Generate and print invoices on mobile printers
- Record payments against the invoices which are added as A/R Receipts right away
- No more need of invoice processing in the back office

Document inquiry

Salesmen can also look up previous orders in Sage 300 and amend them, or continue with the sales cycle when goods are delivered to the customers.

- Look up orders and continue with shipment and invoicing
- Generate new orders based on previous ones

Dunning

Put your salesmen in control of reminding their customers of overdue payments. They would be glad as their commissions depend on full customer payments.

- Look up overdue invoices of customers
- Generate dunning letters in the app rather than waiting for these to be processed in the back office
- Send dunning letters to customer via email or messaging apps (e.g. WhatsApp) on the phone

Main benefits

Shortened sales cycles

- Quotations, sales orders and invoices are generated on the spot instead of potential delays due to back office data entry and processing

ROI $

- Since there is no more need of back office data entry, the more sales transactions processed with SalesAnywhere, the more time and resources saved

Accurate inventory and accounting

- Inventory is updated real-time when goods are physically delivered to customers by sales persons
- Invoices and payment entries are recorded on the spot to ensure correct accounting

Customer satisfaction

- Quotations, orders and receipts are printed or sent to customer instantly rather than days later

Quick implementation

- Simple add-on to your existing Sage 300
- System is up and running by simply setting up the web service environment and installing the app on phones or tablets of sale persons

Requirements

Server

- Sage 300 2014 or above
- One Sage 300 Lanpak for connection, regardless of the number of SalesAnywhere users
- Windows Server 2012 or above with Internet Information Server (IIS) as the web server

Phones or tablets

- Android 5.0 or above
- Bluetooth mobile printer with 72mm thermal paper (for receipt printing)

Windows desktop version (available for sales orders, shipment and invoicing only)

- Windows 10 Home or above
- POS printer with 72mm thermal paper (for receipt printing), with USB connection to desktop machine

Pricing

The Pricing module enhances pricing management in Sage 300 by simplifying price lists that need to be maintained in I/C, and provides a systematic way of setting up unlimited levels of discounts based on unlimited numbers of customer and item groups.

The Pricing module is an optional add-on to SalesAnywhere for complete control on item pricing in the SalesAnywhere apps, or a standalone module in Sage 300 for pricing control in O/E Orders and A/R Invoices.

Key Features

Simplify I/C price lists

You can maintain just one base price for each item per currency in I/C. Sale price of items will be based on discounts set up in Pricing for different combinations of customers and items. Changes to pricing later is simple, you just need to update one base price.

Unlimited volume discount levels

Unlike standard I/C which limits discounts to 5 levels, Pricing gives you unlimited number of discount levels.

Unlimited customer groups

Unlike standard I/C which limits discounts for 5 customer types, Pricing lets you set up unlimited number of customer groups for pricing purpose.

Simplify contract pricing

Set up contract pricing in Pricing's discount screen instead of I/C. You can now maintain these in the same way as other discounts and use the same base price for the item.

Automatic price calculation

During order entry, unit prices of items are automatically calculated based on the discount rules set up. Users do not need to use different price lists for different situations, ensuring accuracy and requiring minimal training.

Discount system for A/R Invoices

Pricing can work with A/R standalone, so if you use A/R for invoicing, you can now have a complete pricing system with systematic discounts setup.

AutoSimply is founded by a group of former Sage 300 consultants, we know and understand fully what our customers really need. All our products are designed exclusively for Sage 300 and developed using 100% Sage 300 SDK.

AutoSimply Company Limited

Tel: +852 2366 8392   Fax: +852 3154 9177   Email: info@autosimply.com   Website: www.autosimply.com/

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