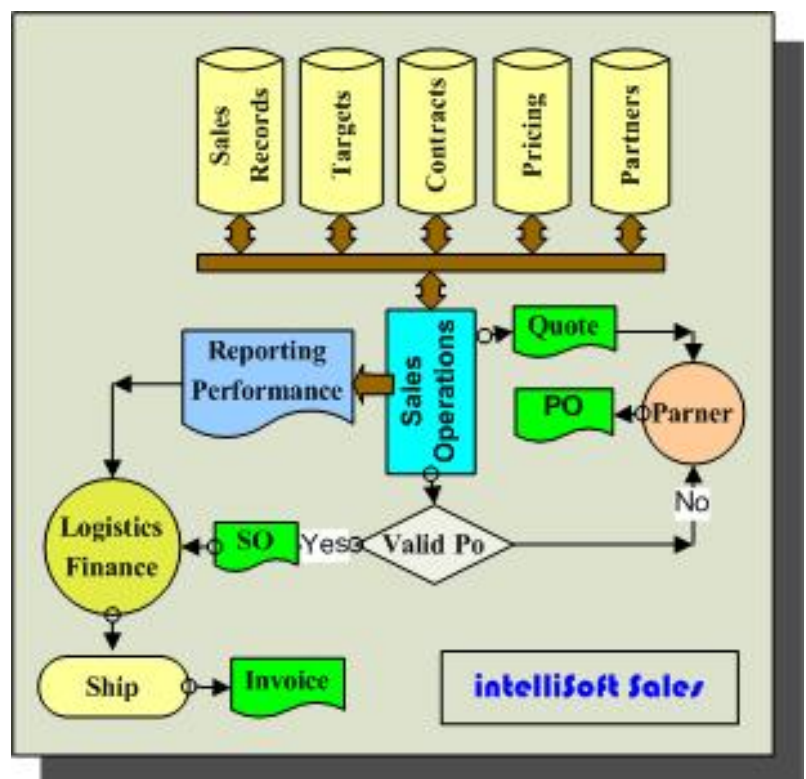


# intelliSoft Sales

## THE COMPLETE SALES PROCESS AUTOMATION SOLUTION



## QUESTIONS TO THE SALES MANAGER



1. Do you have a recurring sales model for the entire sales team?
2. Are your forecasts based on the verbal opinions of your sales team?
3. Can you monitor, on daily basis, your Sales Performance versus Objectives (Partner, Salesperson)?
4. Does your sales team spend more time on preparing quote for customers rather than looking for new opportunities?
5. With long sales cycles, how do you control the pipeline and selling activities on an ongoing basis?
6. Do you know, easily, what maximum discount can you grant your customer and stay within acceptable margins?
7. Do you keep track of pricing history for items that you are quoting?
8. How can you make sure that customer POs are conforming to your quote /price lists?

## INTELLISOFT SOLUTION

**intellisoft Sales** will help answering these questions by providing to the small and mid enterprise a solution that automates the entire sales cycle from the lead to closing the deal and issue the invoice. It covers

1. Comprehensive and powerful **Contact Management System**
2. **Sales Operations** that automate Quote based an Multi-Currencies, Multi-Brand, Multi-Country, and Multi-Distributor Price Lists.
3. Sales Order Generation with Customer PO validation against quote and effective Price list
4. **Invoicing**
5. **Order Tracking**
6. Powerful **Pricing Rules**
7. Opportunities Management System, that allow tracking an opportunity with all relevant financial and historical data
8. Tender Management with pricing and delivery time analysis based on Price lists and items lead time

## OPERATIONS

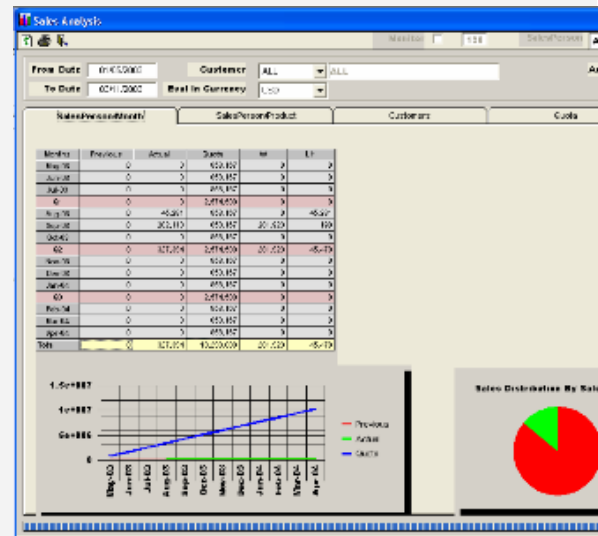
The Sales Quote is the first document generated in the sales process. Details of prices, terms, taxes, quotations and other calculations issued to customers can be entered and saved in a Sales Quote and later converted to a Sales Order when the customer is committed to buy the goods. Relevant notes can be included in the Sales Quote. A Sales Quote helps the sales department follow up with customers or customer prospects on the various Quotes issued. The information in the Sales Quote flows into the Sales Order and from the Sales Order into the invoice.

Item	Part Number	Description	Unit	Qty	dPrice	Disc	Net	CM	ASP	Total
	21140-421	HP Proline ML1190-01 1 890P Intel® Xeon processor 3.06 GHz 512 KB 512 MB 1 0-bay Memory Capable to accommodate up to 12 GB DDR RAM 4 x Hot Plugable bays 8 total PCI slots (six 100MHz PCI-X, 2 PCI Express) Dual Processor Capability HP Redundant Power Supply Capability	Each	1	3,000.00	4.5%	2,895.00	10.2%		3,095.00
	20870-822	Hard Disk 3.5" HPL 36 Gbytes HPL 15 K	Each	1	300.00	4.5%	285.00	10.1%		315.00
	1A-R4d	Smart Array RAID controller	Each	1	300.00	4.5%	285.00	10.1%		315.00

## DECISION SUPPORT

**intellisoft Sales** provides the Sales team with a powerful analysis tools that allow up-to-date tracking of their performance versus objectives. The following and more are reported:

- ❑ Sales Analysis over a Fiscal year
- ❑ Sales performance on monthly basis by Sales Person, Product, Customer, Country
- ❑ Sales Performance compared to objectives set per Customer, Sales person, product and country
- ❑ Show performance on monthly basis and over five years.



## BENEFITS

The overall benefits of **intellisoft Sales** are apparent immediately after installation. Your sales department improves operations by replacing manual, paper-based method of record-keeping with an efficient computer-based system. This will improve the overall performance by giving the sales team more time to spend with customers and colleagues and help you meet increasingly your objectives



More time for Customer care

## FEATURES

- ❑ Windows-Based System
- ❑ User-Friendly with GUI Interface
- ❑ Multi-Currencies
- ❑ Multi-Lingual
- ❑ Multi-Price List handling
- ❑ Customizable
- ❑ System Security on both System and Application levels
- ❑ Modular
- ❑ Integration with Microsoft Excel
- ❑ Standalone or Networked versions
- ❑ Microsoft Access or SQL Server

## SYSTEM REQUIREMENTS

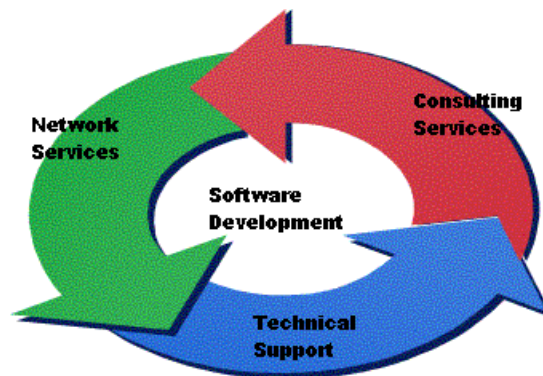
- ❑ Pentium IV with 1Ghz processor or better
- ❑ Minimum of 256 MB available RAM (512 MB is recommended)
- ❑ 200 MB available hard disk space
- ❑ Microsoft Windows 2000 or XP for Clients
- ❑ Microsoft Windows 2000 or 2003 Server

# About IntelliSoft Lebanon

**IntelliSoft** mission is to deliver to our Customers, Innovated Integrated Business solutions based on Advanced Technologies and Professional Services, addressed to Small and Medium Enterprise.

**IntelliSoft** relies on senior marketing, product, and sales executives with extensive experience in enterprise software, document management and professional services.

It also incorporates resources from an extensive partner network of e-learning and software professionals.



**Delivering Integrated Business Solutions**

**IntelliSoft** specializes in the following area:

- **Software development.** Our offerings include
  - Ready-made packaged systems customizable to the customer needs.
  - Custom Application Development that includes an initial assessment of your needs, the development of a custom automated solution, the implementation and a support plan that insure your system is running smoothly.

*Our methodology is to work with our clients through the entire project, from basic strategy layout, design and implementation to deployment and maintenance. While maintaining high standards of professionalism and efficiency to ensure that projects are implemented on time and on budget.*

- **Document Management Consulting Services Solutions** based on Scanview System a product developed by the German Company daa Systemhaus AG, a leader German Software company who has been in the business since more than 10 years, and has many important company.
- **e-Learning and vocational training products and solutions** based on Christiani products from Germany
- A range of cost-effective **professional services**. It relies on senior high level consultants who have proven experience in Information Systems, Knowledge Management, IT Networking skills, and Software Project Management with a deep knowledge of the complexity of business processes for both private and public sectors.
- **Networking design, development and integration services** for Local Area Networks (LAN's) and Wide Area Networks (WAN's).
- **After sales Support** under a support agreement signed with IntelliSoft Lebanon. This support will be available through: Telephone support, On-site intervention and On-site consultants.

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**For more information contact**

**IntelliSoft Lebanon**

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