



# Friendly Outside Sales Module

## Benefits

The Friendly Outside Sales Module (FOSM) is for Salespeople to use on their Laptops, without being connected to the Home Office.

FOSM makes your MAS 90<sup>®</sup> or MAS 200<sup>®</sup> data portable, in a format that's easy to use.

Salespeople have the information they need for their customers right in their laptop wherever they are!

Inventory Pricing & Availability is right in their laptop wherever they are!

Customer Sales History by Item is right in their laptop wherever they are!

Customer Credit Status is right in their laptop wherever they are!

Increase the accuracy of order entry by eliminating hand-written faxes!

Reduce RMAs and their associated costs!

Increase Productivity by reducing the time required to process orders!

**Customers**

Customer Name: Random Access [New Lookup]

Customer Number: 000010015 [Back]

Address: 1457 Monitor Road

City: Atlanta State: GA Zip: 30305

Phone: (404) 555-5321 Fax: (404) 555-8025

Tax Exempt?

Current	30-60 days	60-90 days	90-120 days	Over 120 days	Total
\$3,364.88	\$0.00	\$0.00	\$0.00	\$0.00	\$3,364.88

Terms: 30 Net 30

[Sales History] [Open Invoices] [Enter New Order] [Edit Order]

[Close]

## Quotes from the field

"I have all the information on my customers I need."

"...order entry is easy and instant inventory is good..."

"It saves me time - both at the customer site and once I get home to send in the orders!"

"It makes us look professional and ahead of other companies."

**Customer Sales History**

Enter a partial description to retrieve items which contain the search text in the description

Invoice	InvoiceDate	ItemID	Description	Quantity	UOM	UnitPrice
1004159	8/26/02	1125344	USB Hub 4-port	1	EACH	\$13.00
1004159	8/26/02	D203658	Flat Panel Display 17"	1	EACH	\$665.00
1004159	8/26/02	D207335	Desktop Computer	1	EACH	\$950.00
1004144	8/22/02	D206987	Router 8-port	1	EACH	\$131.00
1004144	8/22/02	1125344	USB Hub 4-port	2	EACH	\$13.00
1004144	8/22/02	1125115	USB Extension Cable 5'	2	EACH	\$12.00
1004144	8/22/02	1124369	USB cable 5'	2	EACH	\$12.00
1004144	8/22/02	D203561	CD-RW Disk 50-pack	2	EACH	\$34.95
1004142	8/15/02	1346658	DVD Drive - internal	2	EACH	\$47.00
1004142	8/15/02	1125321	Network Cable CAT 5	1,000	FT	\$0.18
1004142	8/15/02	1331124	Monitor - Flat Screen - 19"	2	EACH	\$275.00
1003997	8/01/02	1346658	DVD Drive - internal	1	EACH	\$47.00
1003997	8/01/02	C45687	Toner Cartridge NLJ-1400	1	EACH	\$45.00
1003997	8/01/02	C56233	CUJ-1300 Inkjet Printer 8 ppm	2	EACH	\$89.60

When Sales Order Line Entry is open, double-clicking on the gray box at the left of the line adds that item to the order. [Close]

Click on a column header to sort by that column.

"The Customer History screen shows everything bought by him ... and will often prompt a customer to reorder an extra item he'd forgotten about!"

"I love being able to pull up customer history!"

"The customers like it too."

Friendly Systems Inc

2870 Peachtree Road, #418 Atlanta, GA 30305

Phone (770) 949-4808 Fax (770) 949-8817

See reverse for more details

[www.friendlysystems.com](http://www.friendlysystems.com)

## In the Field

**FOSM** provides outside salespeople with timely information when time is most valuable: when you're in front of the customer.

**The information available in the FOSM laptop includes:**

- Customer Billing & Shipping information
- Customer Sales History
- Customer Open Invoices
- Customer Aging and Credit status
- Inventory Quantity on Hand
- Inventory Pricing

**Tools to help you access the information more easily include:**

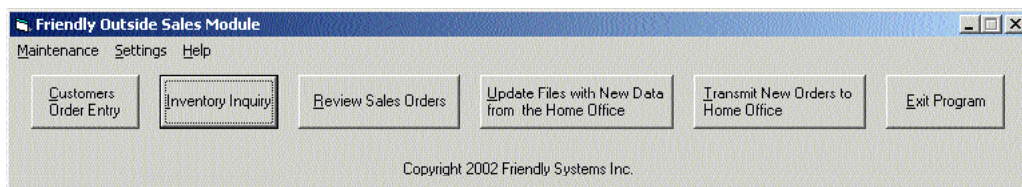
- Customer lookup - handles multiple shipping addresses
- Customer Sales History lookup
- Customer Open Invoice lookup
- Inventory items lookup

ItemID	Description	Unit of Measure	Qty On Hand	List Price
1124369	USB cable 5'	EACH	80	\$12.00
1124398	Network cable CAT 6	FT	22,000	\$0.20
1125115	USB Extension Cable 5'	EACH	82	\$12.00
1125321	Network Cable CAT 5	FT	24,000	\$0.18
1125344	USB Hub 4-port	EACH	112	\$13.00
1125691	Flat Panel Display 15"	EACH	39	\$400.00
1129766	CD Wallet - 48	EACH	187	\$13.00
1331124	Monitor - Flat Screen - 19"	EACH	32	\$275.00
1335241	CD-RW Box of 25	BOX	4,379	\$28.40
1335687	Monitor - CRT - 15"	EACH	86	\$100.00

**FOSM** allows you to easily enter new orders, and print them using Crystal Reports.

New Customers can be entered by the Salespeople for the Home Office to review.

One click transmits all your orders to the Home Office, from anywhere you can access the Internet. Updating the Customer Sales History, Credit Status and Inventory on your laptop with the latest data from MAS 90 is a one click process as well.



## In the Office

**FOSM** provides the office staff with a way to review the orders submitted by the salespeople.

This is where salespersons are set up as licensed FOSM users.

The Home Office also creates all new laptop files which are then sent to each Salesperson as email attachments.

**FOSM** does not modify any existing MAS 90 programs.

For the latest information on the Friendly Outside Sales Module, call 770-949-4808, or email [sales@friendlysystems.com](mailto:sales@friendlysystems.com).

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