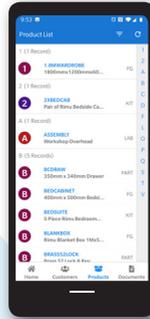


# Go mobile for better business efficiency



Whether it's entering invoices or updating inventory information, the Accredo mobile applications let you do it on the spot. They help speed up key processes so you can run your business more efficiently.

## Mobile Sales Application

The Accredo Mobile Sales app is designed for salespeople that are out and about visiting customers. It enables transactions to be entered on the move in real time, so you can invoice wherever the need dictates. Raise invoices, quotes, duplicate invoices and credits – you can do it all, right in front of the customer.

### FEATURES AND BENEFITS

#### CUSTOMERS

**Key details at a glance:** View all your customers and their key details such as contacts, locations, and – if you have the correct permissions set up within Accredo – their balances.

**Use your time effectively:** Plot the fastest route to each customer appointment using the Nearby tab on the app to see exactly where each of your customers are in relation to each other.

**See key information on the spot:** Once your QSP has set up customer reports in Accredo you can view them in the app. For instance, access sales and analysis reports to find out how much a customer has bought recently, or the top 10 products purchased. If your customer needs a statement, email it to them while they wait.

**Create new customers instantly:** If you visit a prospect who decides to make a purchase, you can create them as a new customer through the

app instantly, entering key contact details and delivery locations. This information is sent back immediately to update the Accredo server.

**Filter customers by rep:** If you have salespeople that look after specific customers, the app will apply a filter so only those customers the rep is responsible for will be seen. Simply turn on a toggle in the app, confirm the salesperson's name and only the customers he/she has been coded against will appear in the list.

#### PRODUCTS

**Access inventory remotely:** View all your products and quantities for those products as well as price lists to improve ordering accuracy.

**Words and pictures:** If you have loaded product images in Accredo, you can access them through the app to ensure you are selecting the correct product for the customer.

Did you know?

On the home screens of the Accredo mobile apps you can view global reports. These can be any reports that your QSP has already set up in Accredo. Incentivise your mobile reps by providing commission reports or provide them with insights into cross-selling opportunities.

## A word about technology

Before running the mobile apps, available for iOS and Android, you need to purchase the appropriate number of user licences and implement the Accredo Web Service, a module that allows the Accredo system to 'talk' to the mobile application. There will also be other associated infrastructure costs, such as investing in appropriate internet security, that need to be carefully considered.

**Locate your supply:** If you have multiple stock locations, you can view quantities at each one through the app – and give your customers more accurate timing on product delivery times.

**Product specific reports:** Set up product reports so you can track your best selling products, and let customers know what products are popular with other purchasers.

### ORDERS

**Control the order process:** If you have purchased Accredo's Order Entry module, it appears inside the sales app allowing you to create new orders and edit existing ones.

**Order to invoice:** If your customer wants to be invoiced at once, you can turn an order into an invoice and email it off to them immediately.

**Print a packing slip:** Once you take an order through the app you can also email a packing slip. A handy feature if the customer wants an instant reminder of what they have ordered.

### INVOICING

**Quote on the fly:** Create quotes through the app and send them to the customer instantly. If you don't have internet connection, the app will save the quote locally on your device and automatically upload it to the server when a connection is regained.

**Immediate invoicing:** Create invoices, quotes, credit notes and standing invoices – for those customers who regularly purchase the same product and volume.

**Reverse engineer:** If you have a customer who wants exactly what they purchased last month but needs a quote to be approved prior to the sale, you can create the quote from the previous month's invoice.

**Easy to add line items:** There are three handy ways you can add line items to your invoice or other documents. Manually select them from a product list, use the camera built into your device, or, if you have it, use a mobile Bluetooth scanner and scan from a product sheet.

## Mobile Inventory Application

The Accredo Mobile Inventory app is designed for staff working in the warehouse who need to do a range of inventory tasks, such as stock take counts and adding new products to inventory.

### FEATURES AND BENEFITS

**Take stock:** The inventory app lets you undertake stock counts. Select the product you are counting from your product list and tally what's in stock using a Bluetooth bar code scanner or the camera in your mobile device. Every item scanned is saved into a list which can then be saved as a count. The app supports units of measure.

**Count how you like:** Stock in Accredo is typically saved into a variety of different counts. Using the mobile app you can count single rows in a warehouse, or entire product lines for a given location. You can also count those goods that have been allocated to a particular store person, giving you granular control over how you want to undertake the stocktake.

**Start now, finish later:** If you start counting in the morning and don't complete your task, you can pause the count and save it as a draft. It will be saved locally on the device ready for you to resume the count again at a later time.

**See what you need:** The app gives your store person access to any product-specific report – detailing quantities, locations, etc – that has been set up in Accredo.

**Upload an image:** The app allows you to upload images into the Accredo system. Simply select an existing picture from the camera roll on your device or take a new shot on the spot.

For more information about how Accredo can help your business please contact Kevin Carberry.

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**Accredo**  
taking care of business