



MOBILE AND PERVASIVE COMPUTING

The DPS Suite of Products for Wholesaler-Distributors

DPS
PocketFlash
Mobile Computing

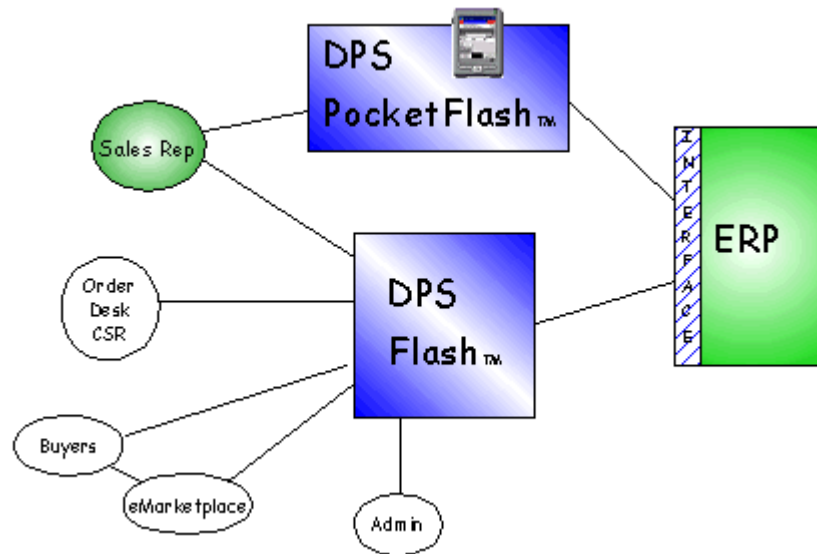
DPS PocketFlash™ - The affordable way to get your company's eBusiness strategy into sales territories – in a flash.

With the growth of mobile and pervasive computing, new opportunities exist to push business applications into sales territories. With timely data and transaction capability on a Pocket PC, information can be available when the sales representative needs it to be.

No matter how many customers you serve or what kind of legacy system you currently have, you can realize the benefits of streamlined business processes and improved customer service.

An extension of the popular Sales Force Ingress (SFI) functions originally delivered in the DPS Flash eBusiness self-service application, DPS PocketFlash targets the mobile field force: remote territory reps and route sales reps. Typical use begins with data synchronization, where data is extracted from the ERP application to populate the Sales Rep data files on the handheld device. The Customer, Product, and Pricing database on the handheld may then be used for field order entry supporting both deliver-now (from the truck) and deliver-later (from the warehouse) scenarios.

Designed to work off line from the ERP programs, PocketFlash holds transactions for later transmission to the ERP applications. Updating also may occur over cellular connection, wireless LAN, or via modem/docking station. The same connection options may be used for real-time order inquiry that provides direct access to the order summary and order detail data from the ERP application.



DPS PocketFlash: Solution Features

Order Entry Features

- Order Entry Methods: Search, Scan, Manual Entry
- Authorized Shipping Methods
- Override Ship-To
- Pending Orders Inquiry and Maintenance (Prior to Transmission)
- Cash, Check, Credit Card Payments as Well as On Account
- Complete Search Capabilities: Product Number/SKU, Description
- Configurable "Power User" Options for High Volume Entry

Order Inquiry Features

- Real-time Data from ERP Database Available With Supported Connections
- Both Order Summary and Order Detail Provided
- All Customer Orders Displayed, Not Just Handheld Orders
- Includes Shipment Detail (if Available in ERP Database)

Security Features

- Authorized Users Password Protected
- Encryption Supported for Data Transmission

Administrator Features

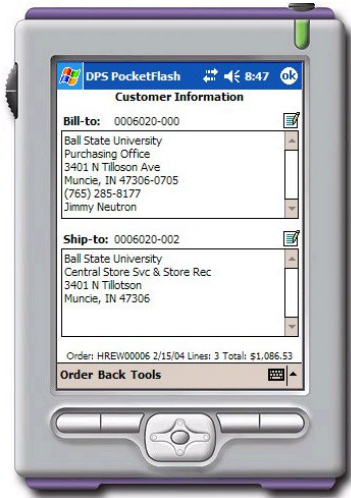
- Data Synchronization of Customer and Product Availability/Pricing Data
- Daily Activity Report -- Display or Print
- Cash Report -- Display or Print
- Account Creation and Address Maintenance
- Data Purge

DPS PocketFlash: Solution Examples



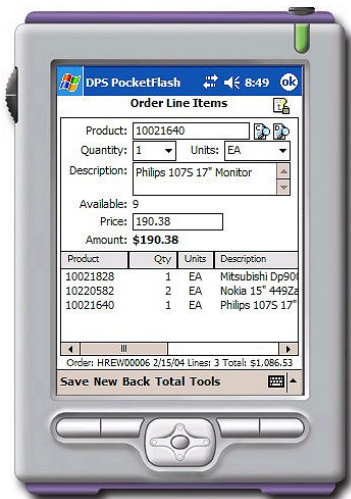
Customer Selection

- Access customer account list using search feature. Data may be presented in route sequence.
- Filtered data synchronization publishes only customers assigned to this sales territory, minimizing storage and response time.



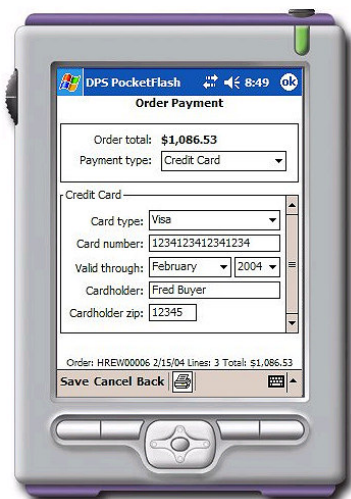
Customer Information

- Maintain customer account address and telephone data for later ERP synchronization. (Tailored interfaces for CRM data are available.)
- Additional navigation available for new orders, orders not yet transmitted, and order status.



Line Item Entry and Pricing

- Add items to an order: search on SKU# or description, enter SKU#, scan SKU# (with supported hardware).
- Customer-specific pricing will be displayed for each item.
- Ordering features work well both with an order that will be filled from the route truck inventory immediately or from another warehouse after orders are transmitted to the ERP application.



Payment/Order Completion

- Multiple payment methods are supported: cash, credit, check, on account.
- Receipt printing with optional sales rep order confirmation copy.
- Change Due calculation for cash sales.
- Order remains available to view and change at any point prior to transmission.