



# DATACOR NEWSBREAKS

The "eChempax Product Features" Resource

## WHAT'S NEW FROM INTERAXIONS

During Interaxions 2016, Datacor announced several new features and enhancements to eChempax Traveler, which will be available later this summer. Some of the notable developments include the visibility of customer orders and sales data, a new eChempax scoring system, energy reporting options, an enhanced Traveler Center with performance panels, and a Google Maps location tool for plotting companies and events. These improvements will allow users to be more productive, efficient, and gain better insight into their business.



### eCHEMPAX TRAVELER DATA

#### ORDERS

Order transactions and order history are now available for users to view within eChempax Traveler.

Customer Orders									
<div> <div>File</div> <div>Options</div> <div> <div>New Event</div> <div>New Contact</div> <div>New Note</div> <div>New Campaign</div> </div> <div> <div>New Opportunity</div> <div>New Item Manager</div> </div> <div> <div>Transfer</div> <div>OutlookUpdate</div> <div>Refresh</div> </div> <div> <div>Find &amp; Filter</div> <div>Totals</div> <div>Excel</div> </div> <div> <div>Expand All</div> <div>Collapse All</div> </div> <div>Grid Options</div> </div>									
From Ship Date	To Ship Date	Order Status	Open	Search	Clear				
Order No	Customer Code	Customer Name	Sales Agent Code	Sales Agent Name	Status	Order Date	Requested		
2584	DF-1000	Duro Finishing	PL	Phil Linz	Open	03/14/2016			
Product Code	Customer Product Name	Packaging	Qty Ordered	Qty Shipped	Net Price	Merchandise	Net Weight		
A1FI-1LB	A1 Antifreeze	1#Bulk	5000	0	13.00	\$65,000.00	5000		
103-55G	Aqua Ammonia 26	390#DRUM	100	0	2.00	\$78,000.00	39000		
Order No	Customer Code	Customer Name	Sales Agent Code	Sales Agent Name	Status	Order Date	Requested		
2585	DF-1000	Duro Finishing	PL	Phil Linz	Open	02/14/2016			
Product Code	Customer Product Name	Packaging	Qty Ordered	Qty Shipped	Net Price	Merchandise	Net Weight		
ZINC-50LBS-BAG	Zinc Oxide	50#Bag	1000	0	2.90	\$145,000.00	50000		
WEP-55	White Exterior Primer	550#Drum	100	0	1.50	\$82,500.00	55000		
Order No	Customer Code	Customer Name	Sales Agent Code	Sales Agent Name	Status	Order Date	Requested		
2588	1009	Constants Chemical	BR	Bobby Richardson	Open	03/14/2016			
2589	SMI-001	Smith Corporation	PL	Phil Linz	Open	03/14/2016			
2590	SMI-001	Smith Corporation	PL	Phil Linz	Open	03/14/2016			
2595	3010	Ace Medical Supply	PL	Phil Linz	Open	03/14/2016			
2598	BC-00001	BC Company	WR	Willie Randolph	Open	03/16/2016			
2616	US-999	US Pipe & Chemical Supplies	PL	Phil Linz	Open	04/02/2016			

## UPCOMING TRADE SHOWS

Meet Datacor Representatives at upcoming industry trade shows.

#### August

16 - 19: ChemEdge 2016

#### September

7 - 9: Specialty & Agro

Chemicals America Show

7 - 10: 2016 AWT Annual  
Convention & Exposition

19 - 21: NACD Northeast Region  
Meeting

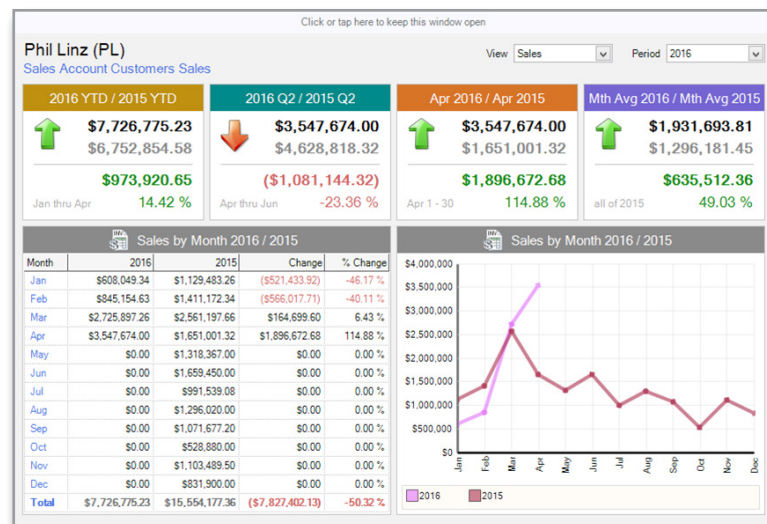
## SAVE THE DATE

interAXions  
CHEMPAX User Conference

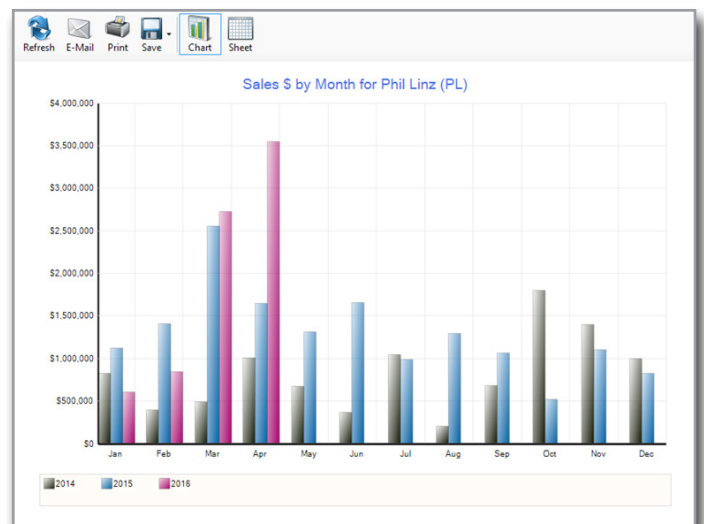
May 16 - 19, 2017  
Harrah's Resort Atlantic City  
Atlantic City, NJ

## SALES

Sales agents and managers can better analyze their sales information with new and improved sales analysis charts and graphs.



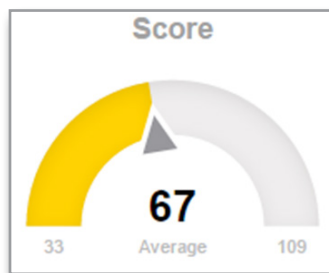
With eChempax Traveler, it is easy to see a snapshot of your sales trend analysis.



eChempax Traveler allows users to visualize their current and historical monthly sales.

## SCORES

A customized scoring system that tracks the sales attractiveness and relationship quality of customers, prospects, suppliers and contacts. Scores are defined and maintained within eChempax. eChempax Traveler displays the total score value for a given customer, prospect, supplier or contact.



## SETUP & MAINTENANCE

Score types are configured within eChempax Administration.

### Score Properties:

- Type
- Name
- Description
- Weight (Importance)
- Values (Default, Label, Type)

Score Type

Type: Customer

Name\*: Service History

Description: How good are the services they offer?

Weight: 5.00

Default Value: 2.00

Value Type: Label

Value	Label	
1	Poor Service History	✖
2	Decent track record	👍
3	Well trained teams, good management	👍

\* Denotes required field.

Enter Cancel

## Scorecard

The Scorecard is used to maintain the company and contact scores, based on the configuration defined within eChempax Administration.

Name	Description	Score	Min Score	Max Score	Weighted Score
Financial Health	How financially sound is the company?	Average Credit ▾	1.00	4.00	20.00
Service History	How good are the services they offer?	Decent track record ▾	1.00	3.00	10.00
Reputation With Vendors	How likely are they to go to another vendor?	Loyal to vendors ▾	1.00	3.00	18.00
Marketing References	How well known is the company?	National/International Recognition ▾	1.00	3.00	15.00
Market Cap	Small, Medium, or Large Company based on market capitalization.	Medium (\$500K- \$1M) ▾	1.00	3.00	14.00
Technical Competence		Technical team, well equipped lab, quality system in place ▾	1.00	5.00	20.00
<b>Total</b>			<b>37.00</b>	<b>129.00</b>	<b>97.00</b>

Enter Cancel

## eCHEMPAX TRAVELER CENTER

The eChempax Traveler Center has been enhanced with additional features:

- A. Performance Panels:** Sales agents can quickly view a snapshot of their performance directly from the eChempax Traveler Center.
- B. Order & Dashboard Options:** Easily access orders and dashboards.

**A**

*Easily define the properties of each performance panel (eg. sales or profit, shipping period, opportunity percent, etc.) using the Configure Option.*

*Dive into additional details using the More Option.*

Datacor eChempax Traveler (4.0.1.3) - Carlin Chemicals (Sean)

**Planner**

The last Traveler data transfer was on 04/11/2016 at 04:31 PM.

**Sales (YTD) ↑**  
\$7,726,775  
Last year thru Apr  
\$6,752,855 (14.42 %)

**Orders (USD)**  
\$1,011,725  
Shipping within 14 days  
\$216,225

**Opportunities (>40%)**  
\$2,120,633  
Closing within 30 days  
\$110,633 (50.0 %)

**Customers**  
15  
No orders in 90+ days  
3 (20.0 %)

**Notes (MTD)**  
0  
Last Month  
2

**Alerts**

- Data Transfer Items: There are items to transfer to eChempax.
- Opportunity Stage: 2 opportunities have a stage date warning.
- Tasks Overdue: You currently have 2 overdue eChempax tasks.

**Today**

- All Day Event: PS - Greenville || Sales Department Big meeting.

**Tomorrow**

- All Day Event: PS - Greenville || Sales Department Big meeting.
- All Day Event: PS - Citgo || Sales Department
- 2:00 PM - 3:30 PM: Christian: Advanced Admin Presentation || South Conference Room

**Thu 04/14/16**

- All Day Event: PS - Greenville || Sales Department Big meeting.
- All Day Event: PS - Citgo || Sales Department

**Fri 04/15/16**

- All Day Event: PS - Greenville || Sales Department Big meeting.
- All Day Event: PS - Citgo || Sales Department
- All Day Event: Walter: Vacation

**Mon 04/18/16**

- 10:00 AM - 2:00 PM: VDH - Sherwin Williams || Sales Department

Connected to Carlin Chemicals.

**B**

Concourse

- Tasks (3)
- Contacts
- Opportunities
- Dashboards**
- Orders

eChempax

- New Item
- Transfer
- Outlook Update
- Tools
- Help
- Logout



## eCHEMPAX TRAVELER ENERGY

eChempax Traveler Energy is a new metric used to measure how much time and effort is spent on customers and prospects. It is based on eChempax notes, and a new concept called energy rules.



### ENERGY RULES

Energy rules are used to determine which note types are considered when generating energy ratings, and the relative weight of each note type.

Note Type	Active	Weight	Distance	Distance Weight	Distance Weight Miles
Market Intelligence	<input type="checkbox"/>		<input type="checkbox"/>		
Meeting	<input checked="" type="checkbox"/>	4	<input type="checkbox"/>		
New Product Request	<input type="checkbox"/>		<input type="checkbox"/>		
Non Conformance	<input type="checkbox"/>		<input type="checkbox"/>		
Note	<input checked="" type="checkbox"/>	1	<input type="checkbox"/>		
Other	<input type="checkbox"/>		<input type="checkbox"/>		
Phone Call	<input checked="" type="checkbox"/>	1	<input type="checkbox"/>		
Quote	<input checked="" type="checkbox"/>	2	<input type="checkbox"/>		
Sample Request	<input checked="" type="checkbox"/>	2	<input type="checkbox"/>		
Service Call	<input checked="" type="checkbox"/>	5	<input checked="" type="checkbox"/>	2	50
Special Order	<input type="checkbox"/>		<input type="checkbox"/>		
Store Visit	<input type="checkbox"/>		<input type="checkbox"/>		
Survey Feedback	<input type="checkbox"/>		<input type="checkbox"/>		
Visit	<input checked="" type="checkbox"/>	5	<input checked="" type="checkbox"/>	2	100
Water Report	<input type="checkbox"/>		<input type="checkbox"/>		

### ENERGY GENERATOR

The energy generator is a new option that generates the energy rating for each customer, prospect, and user, based on the energy rules and a specified time period.

Energy Generator

From: 04/01/2016 To: 04/11/2016

Initialize

Start

Stop

Energy Rules

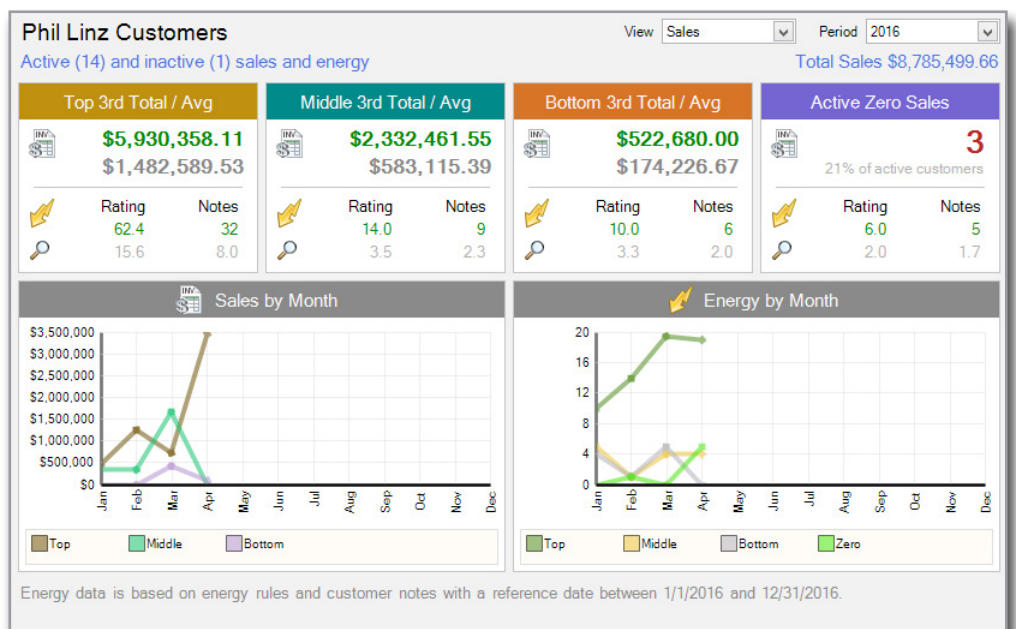
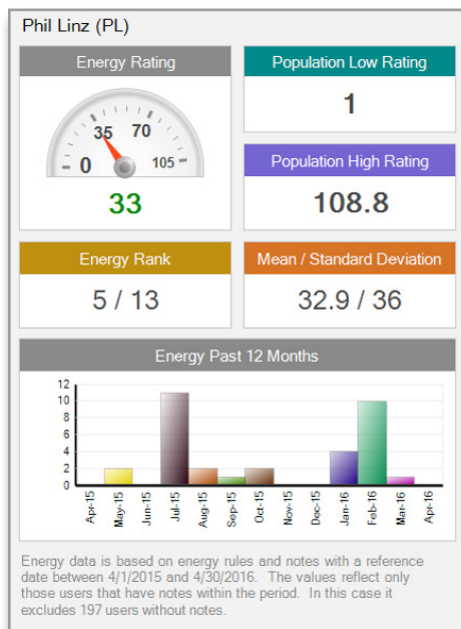
0 %

Close

### ENERGY RATINGS & ANALYSIS

Energy review and analysis can be found at a variety of levels:

- User (my energy history and ranking)
- Sales Account (sales vs energy)
- Customer and prospect grids, which allows for more detailed analysis

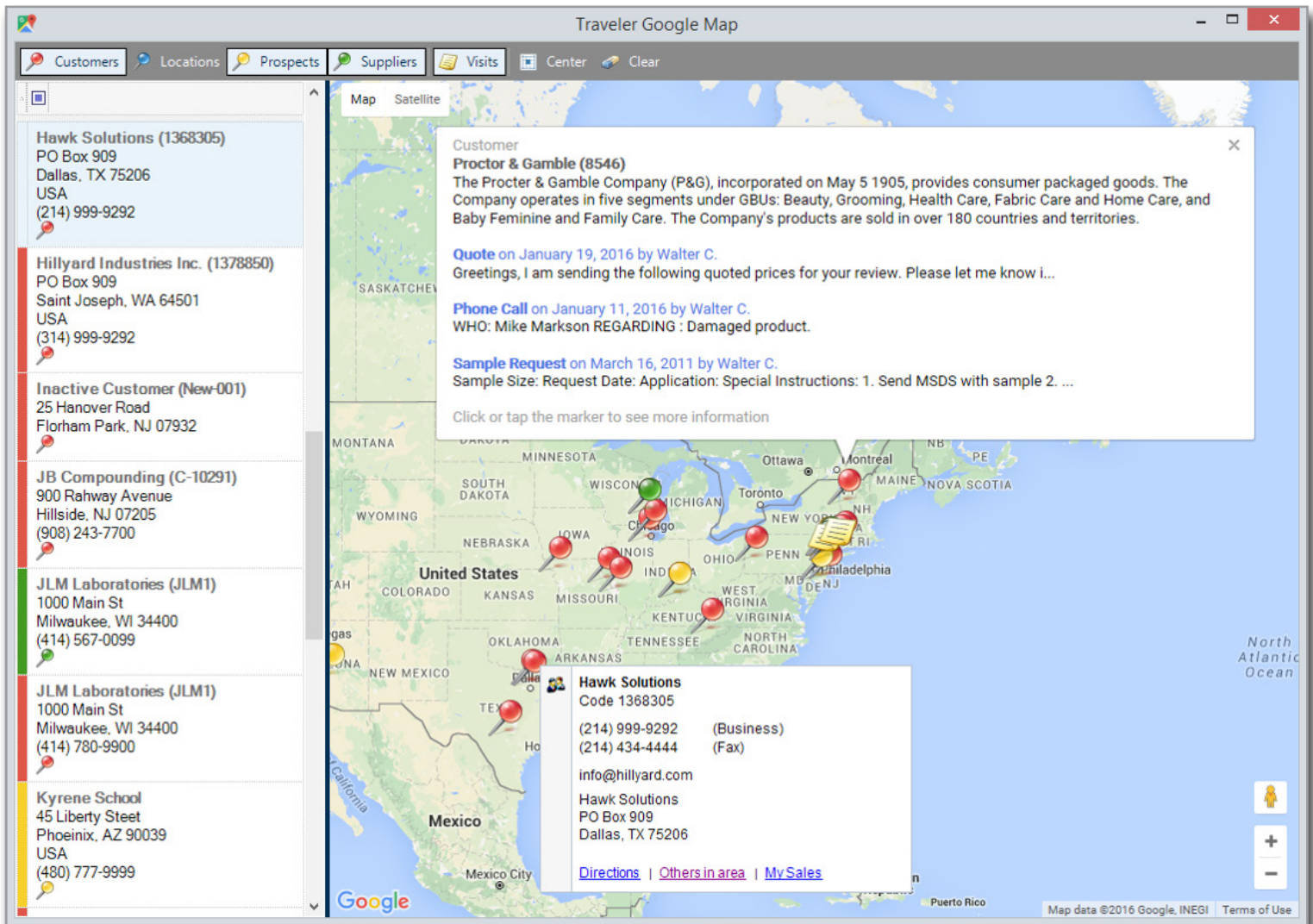


A snapshot of the energy rating for a sales agent.

A visual representation of a comparison of sales and energy for a sales agent.

## eCHEMPAX TRAVELER GOOGLE MAPS

eChempax Traveler now offers a new mapping feature that can be used to help you visualize your data. It uses geocoding and the Google Maps API to place markers on a map for customers, ship-to locations, prospects, suppliers and visits. Selecting a marker or a mapped location provides more detailed information about that company. The ability to view other companies in an area is useful for trip planning.



## CONTACT US

**Datacor, Inc.**  
25 Hanover Road, Bldg. B, Ste. 300  
Florham Park, New Jersey 07932  
T: (973) 822-1551 | F: (973) 822-3976  
[marketing@datacor.com](mailto:marketing@datacor.com) | [www.datacor.com](http://www.datacor.com)

## ANY QUESTIONS?

If you have any questions regarding what's new in eChempax please e-mail [echempax-support@datacor.com](mailto:echempax-support@datacor.com).

**Follow Us:**

