



Inform ERP Transforms Showroom Operations with Quote-to-Order and Built-in Project Management

Successful electrical distributors and lighting showrooms don't leave customer interactions to chance—they take advantage of DDI's Inform technology that combines CRM with order management, barcode enabled showrooms, and a unified eCommerce portal. An elegant interface provides a unified, single screen view focused on the unique needs of customers and salespeople—with technology to provide an unmatched level of service.

Industry Specific Features:

- Single screen order and payment entry
- Tasks, calendaring and activity history
- Superior inventory management
- Copy quotes and orders from shoppers to contractors
- Job tracking with quotes, orders, purchases, and reporting
- Special order receipt notifications, labeling, and automation
- Proof of delivery digital signatures
- Returns management
- Mobile salesperson dashboards and opportunity reporting

Go Beyond Operational Excellence

DDI System has been helping distributors succeed for over 25 years, with market-aware expertise and modern technology to compete against digital competition.

- ✓ Raise the bar on customer service, setting you apart from the competition
- ✓ Create visually appealing proposals including images and product descriptions
- ✓ Manage complex projects with commitment dates, communication, payments, and delivery workflow
- ✓ Import hundreds of thousands of products to build a library of your most popular manufacturers' catalogs
- ✓ Create or import non-stock showroom products on-the-fly in a quote, without disrupting procurement for stocked products

"Using DDI's Inform ERP, we can easily check inventory, view orders, communicate between branches and receive timely alerts for incoming product shipments. DDI's software is responsible for streamlining our business and more than doubling our sales" ~ Showroom Distributor



Learn more about our NEW content-rich proposals on reverse →

Manage Multiple Deliveries & Payments

Handle multiple shipments and payments with precision. Inform easily accommodates customer requests to deliver only rough-in products or specific rooms, while carefully tracking previous shipments, payments, and maintaining deposit thresholds. Quickly manage partial deliveries and 'take now' items with visibility into inventory, warehouse staging locations, and cash application.

Build an Order Using Your SmartPhone

Cater to the showroom customer right from the showroom floor. Using Inform's QuickOrder app and barcode labeled display products your customer service staff can easily build real-time quotes or orders. QuickOrder uses an iPhone or iPod to create a high-tech and speedy experience for your showroom customer.

Provide Exceptional Customer Service

Inform's embedded Customer Relationship Management tools strengthen customer interactions by creating a detailed

history of 'soft' touch points, in addition to the hard facts of pricing, order status, and payment details. Inform CRM is woven throughout the system giving every customer service person the insight they need to increase customer spend and decrease price sensitivity.

Take Action with In-Depth Reporting & Analysis

Inform's easy-to-use, real-time reporting ensures your team stays aware of current and potential pitfalls. Experience unprecedented insight into key business metrics that empower teams using intuitive, drill-down reporting capabilities and role specific dashboards.

Manage Pricing and Online Ordering

Inform ERP stores multiple types of product descriptions, images, specification sheets, MSD sheets, videos and online links. Make changes to your product content in real-time for an easily managed online experience. Integrate content with LightsAmerica, XO Lights and other high quality content sources to enhance your storefront, quote or proposal.

Newly Enhanced Functionality for Showroom Distributors

Product Number	Product Description	Quant Ordered	Item Group	img	Quant To Ship	Net Price	Price Extension
1 Den Fan Qty: 1 Price: \$311.50 @ \$311.50 each							
KIC330100NI	Renew 50 inch Brushed Nickel with Cherry M5-5291 Blades Fan in Walnut / Cherry	1	Den Fan		1	227.5000	\$227.50
KIC360000ANS	Fan Down Rod 12 Inch	1	Den Fan		1	24.5000	\$24.50
KIC337012WH	4 Speed Fan Slide Control	1	Den Fan		1	59.5000	\$59.50

Group items together to designate different rooms, packages, etc.

Item	Qty	Description	Set	Sell Total
Den Fan				
1 EA	Renew 50 inch Brushed Nickel with Cherry M5-5291 Blades Fan in Walnut / Cherry	227.5000	\$227.50	\$227.50
1 EA	Fan Down Rod 12 Inch	24.5000	\$24.50	\$142.00
1 EA	4 Speed Fan Slide Control	59.5000	\$59.50	\$6.00
Den Fan Total:			\$311.00	\$63.00
Dining Room				
1 EA	Handheld 15 Light 42 inch Brushed Nickel Chandelier	3202.5000	\$3,202.50	\$472.00
Dining Room Total:			\$3,202.50	\$24.00
Family Room				
1 EA	LED Driver Dimmer Trim	23.6300	\$23.63	\$24.00
Family Room Total:			\$23.63	\$24.00

Impress potential clients with content-rich proposals including images and product descriptions. Eliminate manual entry with 'Copy & Paste' functionality. Plus, group items by room for neat, organized proposal packages.

DDI System is Proud to Support Members of:



Contact Us at DDIsystem.com | 877.599.4334

