

iSALES 100

A Solution Overview

Winning vs. the Competition

"We began by having our outside sales reps visiting customers and placing orders on the spot using iSales 100. Later we began using iSales to have our company-owned grocery stores place fulfillment orders. Now we provide iSales directly to our end user customers so they can place their own orders.

We've gained so much efficiency and accuracy as a result of working with xkzero. The annual administrative time savings alone is greater than 5,000 hours".

~ Swetal Patel, VP-Raja Foods / Patel Bros. Grocery

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Why Mobile Sales Automation is Important

If you haven't noticed, the people who are most responsible for growing new revenue for wholesalers and manufacturers – are often the people who are the least connected to the critical customer and inventory information they rely on so dearly to do their jobs successfully – **we're talking about the outside sales rep.**

If you've been around the ERP and accounting software world since the 1980s (like we have) you'll remember how transformative the experience was when businesses introduced PC network-based software for the first time. The value in replacing those previously paper-based manual process with software that instantly unified accounting with operations like purchasing, inventory management, payables, and receivables, was immediate, measurable and substantial.

Despite the pain and inconvenience that naturally comes with changing the way people work, these businesses all had one thing in common – none of them ever ditched the software to return to manual processes. That would have made no sense.

Now that smart phone and tablet rule our daily lives, the hardware, the mobile operating systems – and the software solutions – are all ready for prime time – and able to create incredible value by connecting the outside salesperson with everyone else in your organization.

A smartly integrated mobile sales app will help you **speed up your supply chain** and **reduce administrative burdens** while helping you **serve customers better**. Another popular result is the **increased revenue and profits** that occur naturally.

Lastly, mobile sales automation makes the experience of doing business with you better and more modern. And besides, **are you really going to teach your millennial sales force how the fax machine works?**

Value Proposition

Mobile sales automation educates, informs and unifies individuals and processes all throughout your company.

The proper deployment of Mobile Sales will result in a **healthy and speedy return on investment** for companies, helping you win against the competition.

Replacing Outdated and Ineffective Tools

- Fax machines
- Phone calls back to the office
- Laptops in need of a live internet connection
- Order forms
- Product catalogues
- Price lists
- Maintaining contact addresses and phone numbers manually in individual smart phones and tablets

Empower Sales

- New revenue streams
- Larger up-sell orders
- Better informed sales personnel – enhance meeting prep, greater on-the-spot responsiveness
- Add customers and contacts on-the-fly where appropriate
- Enables mobile B2B

Optimize Operations

- Accelerate supply chain and cash flow
- Reduce unnecessary bottlenecks and delays
- Improved decision making
- Increased order to invoice accuracy
- Improved on-time delivery

Assist Accounting

- Signature proof of customer acceptance
- As needed live tax calculation
- Streamline antiquated fax and paper-based processes
- Eliminate error-prone and redundant data entry processes

- Reduces administrative costs

Customer Service

- Up to date inventory information
- See customer-specific pricing and other rules
- Improved visibility to order status
- Seamless communication across all departments

[[ASK US FOR OUR MOBILE COMMERCE ROI CALCULATOR](#)]

Besides the direct bottom line improvements, mobile sales automation can become an important technology to drive and **reinforce cultural change** in your business.

Ultimately, our goal is to help you **increase your brand loyalty** and shine a modern light on you and your team.

About iSales 100

iSales 100 provides advanced mobile sales capability for outside sales reps and other mobile users. It is exclusively engineered for Sage 100. All of the data management is done directly within Sage 100 meaning that the adaptability to the system is very rapid. iSales is available on the Apple App store and can be downloaded directly onto iPhone, iPad and iPod Touch devices.

xkzero first released iSales 100 in 2012 to allow distributors and manufacturers using Sage 100 to capitalize on the generational shift in technology made available by the Apple iPhone and iPad.

Since that time iSales 100 has evolved in power, flexibility and capability to serve a wide range of businesses across North America. Millions of dollars each day and billions annually are now transacted using xkzero mobile technology.

Our top differentiator is our ability to conform to a wider range of business requirements because of our unique qualifications as mobile app developers, ERP developers as well as publishers of the web services that drive the secure communications between to mobile user and the back office system.

There is no product on the market that is easier to try, buy and deploy than iSales 100:

- Unlimited trial version on Apple App Store
- All users are managed and permissions assigned directly in Sage 100, making iSales 100 a snap to learn and roll out
- Sage 100-based rules automatically create the best possible individual user experience
- Our unlimited device and user license model means no extra ongoing fees as you grow
- Unlimited device and user license model also means that you can deploy an easy to use B2B mobile sales app that may be preferable to some customers than an ecommerce web site

Business Use Cases

Generally any wholesale distributor or manufacturing company with outside sales reps, customer service personnel or executives – any of whom spend work time away from their desktop computer – are good candidates for iSales 100.

These **outside sales people** may find themselves in any number of environments where working at a desktop computer is not feasible or even possible:

- **Trade shows**
- **Show room floors**
- **Special events**
- **On site with the customer**
- Anytime, anywhere when away from the office

Some of our clients have also seen the innovative potential for having a mobile sales app in the pockets of *their* customers. iSales 100 can be provided to **end user customers who can do self service inquiries and ordering** from an app rather than an ecommerce site. It's less expensive to implement and maintain too.

Core Features

iSales 100 is built for power, flexibility and ease of use.

- Download iSales 100 from the Apple App Store

- Hands free integration driven and secured by xkzero Web Services
- All data management native in Sage 100
- Unlimited devices
- Unlimited mobile users
- Unlimited companies
- Unlimited warehouses
- Spanish language enabled
- Access inventory images stored in Sage 100
- Supports all native Sage 100 customer and item pricing rules
- Hot lists (favorites)
- Alerts badges indicate when users have new customers, items, contacts

Mobile User Experience

Mobile Intelligence

- Customer inquiry
- Contact inquiry
- Item inquiry (with availability by warehouse)
- Open sales orders
- Open invoices
- Customer item last purchase history
- View customer memos
- Email, phone, map and calendar integration out-of-the box
- By user, choose to hide or display sensitive information like pricing, costs, quantities
- Easily control permissions by user

Mobile Transactions

- Enter sales orders
- Enter quotes
- Enter invoices
- Enter credits
- Electronic signature capture
- Receipt printing and emailing
- Create new sales order memos
- Edit 'Ship to' and 'Bill to' during transaction entry
- Override 'Ship Via', Payment Terms, Unit of Measure during transactions
- Process credit card payments¹
- Barcode scan transactions
- Lot / serial number support
- Sales tax calculation support²

¹Credit card payment processing powered by Sage Payments. ²Sales tax calculation integrations include Avalara.

Please note that not every feature is available for every version of iSales 100. See our licensing and pricing sections for more information.

Decision Makers

The traditional ERP and accounting system buyer is not necessarily the Mobile Sales buyer. People in these roles (more akin to typical CRM buyers) are generally those who decide on mobile sales.

Buyers

- Owners
- Presidents
- COOs / VP Ops / Operations managers
- Sales executives and managers

Influencers

- Owners
- Presidents
- COOs / VP Ops / Operations managers
- Sales executives
- Sales managers
- Top sales reps
- Customer service managers
- Customer service reps
- IT staff
- Sage 100 business partners

Licensing and Pricing

iSales is licensed and priced based on bundled feature set.

Pricing

Inquiry Edition	Business Edition	Enterprise Edition
Unlimited users and devices	Unlimited users and devices	Unlimited users and devices
Only \$99 per month	Only \$299 per month	Only \$499 per month
Initial setup fee \$450	Initial setup fee \$950	Initial setup fee \$1,450

Version comparison

Inquiry Edition	Business Edition	Enterprise Edition
With this version, users will tap into vital and practical customer contact info, item status in the warehouse, customer pricing and a bunch more.	Business Edition has all the intelligence from Inquiry Edition, plus you can enter quotes and orders. Serve your customers on the spot while eliminating administrative costs and reducing errors	Enterprise Edition is the ultimate sales machine. Take payments**, process invoices, allocate lots, serial numbers and so much more. Your B2B sales team will be ready to win against any competition.

Inquiry Edition	Business Edition	Enterprise Edition
<i>Inquiry is great for:</i> <ul style="list-style-type: none"> • Business owners • Outside sales reps and sales managers • Customer service managers • Parts managers • Warehouse personnel • Controllers • Service techs • Your customers 	<i>Business is great for:</i> <ul style="list-style-type: none"> • Outside sales reps and sales managers • Trade show sales • Parts counters • Service counters • Special events • Service techs • Your customers 	<i>Enterprise is great for:</i> <ul style="list-style-type: none"> • Taking credit card payments • Bar code scanning • Outside sales reps and sales managers • Trade show sales • Parts counters • Service counters • Special events • Service techs • Your customers

Detailed pricing online: <http://www.xkzero.com/isales-100-pricing/>

Detailed version comparison: <http://www.xkzero.com/isales-100-version-comparison/>

Opportunities for Sage 100 Partners

xkzero loves to work with partners and we're equipped to do so in a number of different ways. Some partners prefer to refer client and prospect opportunities directly to us and allow xkzero to do all the work. Other partners prefer to participate in co-marketing for new opportunities together, having xkzero perform the Mobile Commerce implementation and them taking care of the rest of the ERP.

Just let us know which way you prefer to engage. Referral commissions are available under both scenarios.

Technology

Install, configure and start using iSales 100 within a matter of hours, not weeks or months!



- Native iOS. Sales reps, customers and all users download iSales 100 directly from the Apple App store.
- User data management and transaction rules
 - All natively done directly in Sage 100. No new middleware system to maintain or support
- ERP integration
 - xkzero web services. No imports or exports!

Try iSales 100 Yourself – for Free

We invite you to try our free unlimited-time demo of Advanced Mobile Sales built exclusively for Sage 100. Fast & easy to install. Try iSales 100 today, and contact xkzero for a personalized demonstration!

1. **From any iPhone or iPad**, browse to www.xkzero.com/mobile-sales-download/, or search for 'iSales 100' in the Apple App store.
2. **Launch iSales 100**
3. **Login.** Username: *demo*, Password: *password*
4. **Sync data.** Click the Sync icon at the bottom & choose "sync all"

It's just that simple. Try iSales 100 today, and contact xkzero for a personalized demonstration!

xkzero at a Glance

xkzero is a team of dedicated professionals helping manufacturers and distributors win versus the competition by making technology more meaningful and accessible for everyone in your organization.

The education and experience of our team is diversified to serve you. Our degrees and backgrounds are in Industrial Engineering, Information Technology, Computer Science, Manufacturing, Supply Chain, Natural Science, Marketing, Mathematics, private industry, and Public Accounting.

xkzero was founded in 2005 as a VAR (value added reseller) organization specializing in Sage ERP and accounting systems. We started with one main



objective – the desire to create great technology for our clients - **technology to help catapult businesses like yours to new levels of success.**

When Apple hit the market with the iPhone and later the iPad, we saw our opportunity and seized it. We've now brought our solutions and experience to the world of Acumatica too.

We are:

- ERP certified developers and consultants
 - Sage 100 / Sage X3 / Acumatica
- Mobile delivery and sales app leaders – B2B wholesale
- Publishers of xkzero web services

At xkzero, we take particular pride in being easy to do business and to work with. We hope to have the opportunity to work with you too.

Contact Info

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