

Tour de Force™

Product: Tour de Force Outlook® Based Enterprise CRM/SFA



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Technology

OS: Client Win XP, Vista, Win 2000 Presentation: GUI
Hardware Platform: Independent Language: .net

Installed Customers

1 5 10 20 50 75 100 150 200 300 500 1000 2000 3000

Customer Base

1 5 10 20 50 75 100 150 200 300 500 1000 2000 3000

Release Information

Current version number: 3.7
Release date of current version: 11-3-2008
Expected release date of next upgrade: Q1- Q2 2009

Tour de Force™

Outlook® Based Enterprise CRM/SFA

Connect

with your ERP:

Activant - Acclaim
Activant - Array
Activant - DISC
Activant - Eclipse
Activant - Prelude
Activant - P21
CAMM
FourthShift
Henning EstiTrack
Infor - FACTS
Infor-Syteline
Infor - SX Enterprise
Infor - TakeStock
MS - Axapta
MS - Navision
MS - Solomon
Team Design
Tribute
TruLinx™
Streamline ...and more!

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Tour de Force™... a powerful component of a total CRM/Sales Force Automation strategy

Originally designed to meet the diverse needs of the distribution industry. Today, Tour de Force is the CRM/SFA solution of choice for distributors, manufacturers, furniture dealers, construction companies and a variety of service organizations including financial, technology, and legal services. Tour de Force was designed under the philosophy that CRM software should be easily adaptable into any business environment. That's why the Tour de Force clients run completely within the Microsoft Outlook framework and uses the Outlook interface with which you and your sales team are already familiar.

Why Tour de Force™ is your most fundamental decision.

- 1. Business System Integration** – The single biggest advantage over any of our competitors is the strong integration to your back-office ERP solution. Nobody can compare to the information we make available to salespeople through the Tour de Force Business System Integration module. The all NEW Tour de Force™ BSI Module has been designed based on 8 years of experience integrating to over 30 different business systems. The all NEW BSI Module takes advantage of the latest technologies to maximize speed and performance while delivering unparalleled flexibility in analyzing the sales performance of your company. When using the Tour de Force™ BSI Module, you are guaranteed to gain a whole new view of the sales trends taking place in your company. The extensive data analytics that are available through the NEW BSI Module provides high level analysis of sales, profit, margin and unit sales starting at the company level. The extensive filtering and drill down capabilities allow the user to drill down to much deeper levels of detail by region, by branch, by salesman, by account, by product group, by vendor and yes... by item.
- 2. Outlook Integration** – Tour de Force is more heavily integrated with Microsoft Outlook than any CRM/SFA solution on the market. The goal of sales force automation is to maximize the efficiency of a salesperson. Anything that can be done to maximize efficiency is a positive and will not only make salespeople more efficient but by minimizing the applications a salesperson uses to do their job the adoption rate of the applications used will greatly increase.
- 3. Industry Expertise** – When implementing Tour de Force your project will be managed by a consultant that has a minimum of 10 years of experience in implementing software in the industrial distribution environment and another 50 years of distribution experience available to him through other MRH resources.