

# MBS Dev, Inc.

## Product: Customer Connect and Sales Rep Connect



MICROSOFT DYNAMICS™ AX POWERED FOR DISTRIBUTORS

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### Technology

OS: Windows

DB: MS SQL Server

Presentation: GUI

Delivery: Client/Server

### Company History

Year company was founded: 2004

Total number of full time employees: 60

### Release Information

Current Version Number as of November 2009: 2009

New releases are made available: every 18 to 24 months

### Other Listings

Enterprise Distribution Software page 30

Warehouse Management Software page 55

### Customer Connect (eCommerce Solution)

- **Advanced Layout Flexibility:** create an unlimited number of website layouts ("themes"), based on corporate presence, customer account, url, company promotion, etc.
- **"Smart" Component Design:** flexible web functionality placement and rapid development of theme and page layouts
- **Flexible Product Browsing:** multiple ways to locate products, including catalog, category, product attributes, price range and manufacturer
- **Advanced Security:** per user access to web functionality
- **Product Prioritization:** control the order in which items are displayed when users browse and search the site
- **Multiple Content Provider Integration:** powerful import functionality allows leverage of product content
- **Advanced Favorites Lists:** Customers create searchable, filterable, custom catalogs for quick reordering
- **Flexible Item Content:** setup multiple product views, control selling point text, incorporate brochures, provide links to product demos and MSDS, and more
- **Product Merchandizing:** establish cross sells, up sells, promotions, supplies and accessories and highlight products in merchandizing zones
- **Web User Maintenance:** empower customers to manage their users online
- **Inventory Stock Check**
- **Customer Specific Pricing:** real-time customer product pricing
- **Contracts:** viewable customer contracts allow users to search, filter and quickly order preferred items
- **Order Guides:** conveniently access and maintain customer's frequently purchased items in an order guide
- **Anonymous Shopping and Quick Registration:** functionality to capture orders and new customers
- **Promotions and Coupons**
- **Configurable Payment Processing:** on account, COD, credit card, ACH, etc.

### Sales Rep Connect (Sales Rep Portal)

- **Specialized Shopping Cart:** efficient sales rep order entry
- **Web User Administration:** sales force manage their own customers (create or modify users information, reset passwords, assign approvers and establish buying limits)
- **Customer Account Activity:** access to customer data like last payment date, balance due, and overdue amounts
- **Customer Sales Summary:** sales force can view customer total sales amounts, cost of goods sold, cash received, invoices, returns, profit dollars and margin percent
- **Customer Order Research:** customer orders, quotes and invoice history available anywhere with internet access
- **Quickly Locate and Switch Customers:** easy management of even the largest customer portfolio
- **Price Check:** check customer pricing on multiple products
- **Purchase History:** easy reorder by browsing past invoices and sales orders using keywords or item IDs
- **Advanced Favorites Lists:** sales reps create lists for customers, which are assigned to any user and can be shared among users and companies
- **Customer Specific Pricing:** Price changes implemented online by the sales force are effective immediately so that customers get the right price on all orders
- **Customer Contract Maintenance:** create lists, assign users and share among users and companies with drop-n-drag interface
- **Extended Item Information:** access quantity in stock, skid quantity, cube size, weight, and more
- **Easily Hide Sensitive Product Information:** hide product costing and margin information with one click
- **Delivery Calendar:** quick, visual selection of the best delivery date for every order