



SalesHORIZON

Quote2Order

An Infinity Business Consulting and Xtern Software Collaboration

Web-based Sales Tools for your Fourth Shift® Environment

SalesHORIZON Modules

Quote to Order

Add the ability to create and manage quotes, high speed internal and external orders, custom order configuration and other capabilities to Fourth Shift® installations.

Customer Information Center

Securely offer your customers visibility to their orders, from the manufacturing status through the freight carrier's delivery schedule. Free your Customer Service team to focus on more complex tasks and maintain higher levels of customer satisfaction.

Sales Information Center

Effectively manage your Sales Team with situational awareness. Graphical indicators tell you immediately how your company, your team and individuals are performing. The charts are linked to the data, so the details are a click away. Snapshot provides an online or printable picture of your customer, so more time is spent building relationships and less time is wasted digging through data.

Extend your current Fourth Shift® environment to meet your growing business demands with SalesHORIZON.

SalesHORIZON is a collection of independent web-based tools that improve communication within your entire organization and, most importantly, with your customers. These tools have a high Return-On-Investment as your sales team is allowed to focus on "value-add" activities.



Quote2Order version 2.0

The Quote2Order (Q2O) module adds real time CRM functionality to your Fourth Shift® environment. Because it is completely integrated with Fourth Shift®, Quote2Order starts with your existing data, including customers, part numbers, price books and credit information. Q2O also allows quotes for new customers with minimal information requirements, sending email alerts to notify others in your organization to complete the customer approval in Fourth Shift®. When a new customer places an order based on your quote and the customer approvals are already in place, you are only a few clicks away from accepting their order.

Quote2Order was designed with the user in mind. Key information is readily available in an easy-to-use web-based tool. Your team can work wherever they are, in a flexible and secure interface. Send customers Quotes and Order Acknowledgements via email directly from Quote2Order.

Real-Time, Web-Based CRM functionality in a Fourth Shift environment.

Real-Time AND Web-Based?

Yes, but that is just the beginning.

Want to use a previous quote as a template for a new quote? Quote2Order gives you that capability. Want to revise or copy an existing quote? Quote2Order does that too. Want to duplicate a specific line from a quote or order? Quote2Order has you covered. You can convert a quote to a Fourth Shift® sales order, adjust any of the information and avoid unnecessary rekeying, without ever logging into Fourth Shift®. That's the beauty of Quote2Order. It can easily become the only screen your Customer Service Representatives need for their daily activities.

Additional Fourth Shift® Companion Products

Core Reports Suite - Fourth Shift® Version

Review, print and schedule email or file distributions from a web-enabled collection of business critical reports for your Fourth Shift® environment.

No Locks Data Release

Eliminate record locking in Fourth Shift® when data is accessed from outside the system.

DTS Data Bridge

Bridge legacy Titanium based external reports, tools and data set views by allowing them to continue to work after migrating to SQL.

Native Card Services

Intuitively integrate credit card authorization natively within Fourth Shift® and have data recorded directly into corporate customer financial records.

For more information on any of our products or services please visit us on the Web at: www.InfinityBC.com

Version 2.0

MULTIPLE CONTACTS

Store multiple contacts, with email and phone numbers, for your Fourth Shift® customer.

“QUOTE ONLY” CUSTOMERS

Quickly create “Quote Only” customer records with minimal information.

QUOTE REVISIONS

Manage the quoting process with your customer through quote revisions.

ADVANCED SEARCH TOOLS

- A variety of search fields, not just ID fields.
- Standard Microsoft wildcard characters.
- Combine multiple fields criteria for more detailed searches.

MULTIPLE COMMENTS

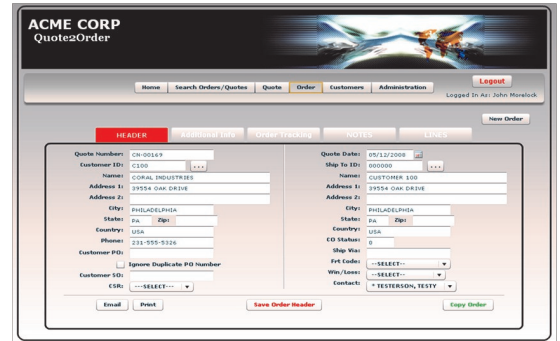
Record multiple notes and comments for both the header and individual lines.

LINE-BY-LINE QUOTE PROMOTION

Promote any or all lines from a quote to one or more orders.

MASS UPDATE THE SHIPPING DATES

Quickly change all the shipping dates on a quote or a sales order.



User interfaces designed with the user in mind.

ELIMINATE DUPLICATE DATA ENTRY

Eliminate duplicate data entry by maintaining standard text sets, which can be assigned to specific customers or parts if desired.

FLEXIBLE PRINT OPTIONS

Individual comments print on the documents you specify, including quotes, orders, pick tickets, packing slips and others.

INTEGRATES WITH ADVANCED FOURTH SHIFT® FEATURES

- Options Assistant configurator
- True Sales configurator
- Item Price Book
- Advanced Price Book
- Customer Item Master

One Resource . . . Infinite Solutions

Infinity Business Consulting has developed a series of business tools for the Fourth Shift® community. These tools are based on years of consulting and custom application development that have extended the functionality of our clients' ERP platforms. Our most common customer requests have been combined into packaged solutions, offering custom programming results without custom programming costs.



Each manufacturer is different. If your company is facing business challenges that are beyond our packaged solutions, please contact Infinity Business Consulting in regards to a consulting engagement. Fourth Shift® customers are able to add years to the life of their ERP system with our cost-effective improvements.

Allow Infinity to Improve your Productivity so you can Improve your Profitability.

Requirements

SalesHORIZON - Quote2Order (Q2O) requires Fourth Shift SQL Version and FST1