

BROKERFORCE™

Work *smarter* not *harder* !

303-665-2344



32-bit design for:
Windows 98, NT, 2000 & XP



Seamlessly integrates with Microsoft
Office 97, 2000 & XP

Converts SMS™, KnowIt™, Nuts &
Bolts™, WinRep™, RepBiz™,
RepSolve™, RepTime™.

Microsoft Windows, Access, Excel, Word, & Outlook are
trademarks of Microsoft Corporation. BrokerForce,
PocketRep & Excel8d, are trademarks of DataForce, Inc.

BROKERFORCE™

The Power Of Information

P.O. Box 155

Louisville, CO 80027

Integrated order management systems
delivering a superior return on investment since 1985

BROKERFORCE™

Manufactures' Rep Software
Patents Pending



www.BrokerForce.com

Want to *integrate*?

- ✓ Customers
- ✓ Back Office
- ✓ Showroom
- ✓ Road
- ✓ Internet
- ✓ Manufacturers

Back Office

Vendor Commission Statement
January 1, 2002

*Commission due
your agency*

Rep Commission Statement
January 1, 2002

Up to 3-way splits

Customer Snapshot
August 15, 2001

Comparative sales history

Purchase Order
August 15, 2001

Fax or e-mail from BrokerForce

Thompson Rep Agency
P.O. Box 155
Louisville, CO 80027
Ph (303) 665-2344
Fx (303) 666-5956

- Organize ordering information to increase sales and make more money for the Rep, Manufacturer, and Customer
- Fax or e-mail reports directly from the program
- Repackage historical sales data into clear, concise reports to forecast future demand and streamline product selection
- Separate performing accounts from non-performers

Showroom



- Create bar coded shelf tags **(included)**
- Use manufacturers' UPCs or let BrokerForce assign a bar code
- Scan bar codes and UPCs for automated order entry
- Supports wedge scanners and Pocket PC™ hand-helds



Road

SFA (Sales Force Automation)

- Enter/Scan orders into a laptop or desktop and synchronize them to your office
- One-hand scan orders with a Pocket PC and BrokerForce's PocketRep™ companion
- Fax or email orders directly from the application

CRM (Customer Relationship Management)

- Place appointments and follow-ups directly into Outlook
- Synchronize customer contacts to Palm™ and Pocket PC with a sales history for each line that they buy
- Syndicate Mfg data to customers w/ bar coded order guides
- Mail merge directly to MS Word

Manufacturers

- Reconcile their invoices and commissions quickly
- Automated import of manufacturers' price lists. Supports Excel, ASCII, CSV, or tab delimited formats so that you can enter orders with line item details in seconds
- STOP sending hand-written faxes! SAVE\$ by faxing or e-mailing your orders directly from BrokerForce.

Internet Services

- Synchronize data with your reps using the Internet, they get updated pricing, you get their orders.
- Your line card hosted by us on the Internet shows what lines you represent
- Click one button to update your site in seconds with thousands of price changes, add new lines, and remove old ones from your line card
- Information and account request forms completed by prospective customers go directly to you
- Your customers login and place orders on your site that go directly into your database.
- Each rep has only his/her customers, contacts, and orders. Your reps can connect to the Internet and synchronize.