

DataWeld's Palm Productivity Tools

Palm Based Tools to Make Your Salesmen and Drivers More Productive

One of the biggest barriers to increasing productivity among your outside sales team is the time they spend communicating with the home office. Salesmen and drivers need information in the field. They are constantly being asked by customers about pricing information, product availability, and even about outstanding invoices.

In most cases your outside team has two possibilities. First, they can print out reports to carry with them. This takes time for someone to print the reports, it wastes paper, the reports are out of date quickly, and the worst part is someone has to carry the reports with them in the field.

The other choice is for your outside team to call back to the office when they need information. They don't have to carry the reports, but there is still a cost. Your customer is forced to wait while the call is made back to the office. The salesman or driver is wasting valuable selling or driving time. And someone on the inside is taking time away from other important tasks to provide the requested information.

DataWeld's Palm Productivity Tools give you a third, more powerful choice. The Palm Productivity Tools give you the capability to eliminate wasted time, improve customer service, and increase sales. The Palm Productivity Tools eliminate phone calls back to the office by giving your outside sales team important information about: customers, aged balances, unpaid invoices, recent payments, cylinder balances, inventory availability, and even customer specific pricing. With these powerful tools your salesman can provide the information the customer needs in seconds. Calls back to the office are virtually eliminated. Customers don't have to wait! The salesmen have more time to sell. And your inside team has more time for other tasks. Everyone wins!

The Palm Productivity Tools even interface with Microsoft Outlook. This gives you the capability to import customer names, addresses, phone numbers and email addresses from your host accounting system. And the Palm Productivity Tools work with virtually any accounting system.

For more information on how DataWeld's Palm Productivity Tools can help your outside sales team become more productive, contact us at:

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DataWeld's Palm Productivity Tools help you answer the following questions from customers:

How much do I owe?

Has my last payment been posted?

How many cylinders am I supposed to have?

What is my price for those helmets?

How many pounds of rods did I order last time?

Do you have this item in stock?

Is it available in another location?

Can you give me a quote on these items now?