

Palm Order Pad

For the Symbol SPT 1800

A Product of
DataWeld Incorporated

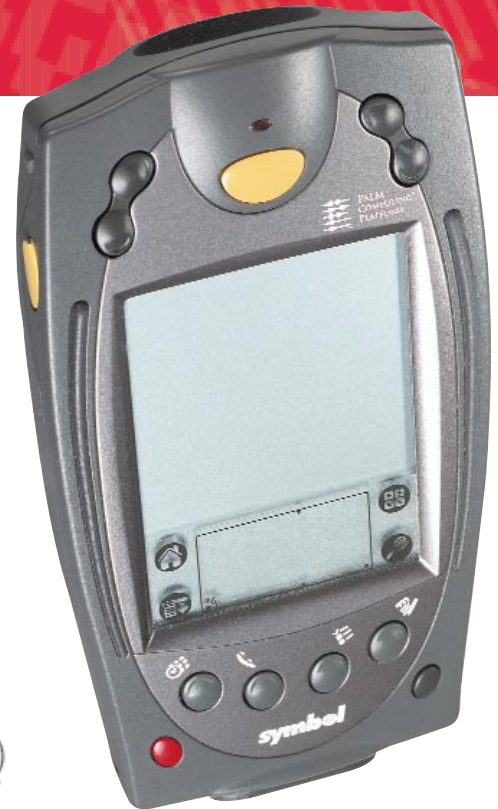
A Simplified Solution for All Salesmen

Field Force Automation

The unique combination of Symbol's SPT 1800 rugged, pocketable computer and DataWeld's Palm Order Pad gives your field force the tools they need to increase productivity and customer service. From the back of the delivery truck, to the customers' dock, to the office of the purchasing manager, or even on the golf course, the Palm Order Pad and the SPT 1800 give your drivers and outside salespeople the capabilities they need to take orders, print receipts, and answer inventory questions whenever and wherever the need arises.

Computing Power Where It Is Needed

Many distributors send their trucks into the field to deliver pre-sold products and to sell additional items that are warehoused on the truck. The driver delivers the merchandise to the customer and then manually writes down what was delivered to the customer. At the same time, the sales team is in the customer's office taking new orders for later delivery. In both of these situations, the orders are written down and then come back to the office where someone manually enters them into your computer system. All of these orders being processed at one time create a data entry bottleneck that slows down order processing and creates an opportunity for data entry errors. By processing orders electronically, the Palm Order Pad eliminates the data entry bottleneck and virtually eliminates errors due to incorrectly written orders.



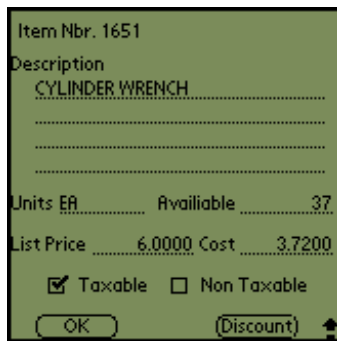
Instead of guessing at the stock number and manually writing it down on a piece of paper, the Palm Order Pad lets the driver or salesperson search your inventory for the correct inventory item. The operator can search by full or partial stock number or description. When the correct item is located, a single keystroke adds it to the order. Orders are processed faster and more accurately, giving your drivers and salespeople more time to sell and deliver products.

I Want The Same Product You Sold Me Last Time

In many cases your customer has purchased the item before that they want to order from you. They just do not know the part number. With the Palm Order Pad you simply select *History of Purchases* to see everything the customer has been buying from you. You can even see how many they have purchased. When you find the item the customer wants you select *Add To Order*, it's as simple as that!

Increase Your Sales

If your salespeople or drivers are the ones that have to enter their manual orders into your system at the end of the day, you are losing valuable selling and delivery time.



The screenshot shows a handheld device screen with the following text: Item Nbr. 1651, Description CYLINDER WRENCH, Units EA Available 37, List Price 6.0000 Cost 3.7200, and checkboxes for Taxable (checked) and Non Taxable. At the bottom are buttons for OK and (Discount).

With the Palm Order Pad, you gain both selling time and delivery time. When the operator returns to the office, all orders are down-

loaded from the handheld computer through a cradle to a PC. They are then sent directly to your host accounting system where they flow into your computer system electronically. Manually entering orders into your computer system at the end of the day is now a thing of the past. The Palm Order Pad makes this process faster, more accurate, and best of all, gives your sales people more time to sell!

The Powerful and Rugged Symbol SPT 1800

The SPT 1800 continues the revolution of pocketable computing. The state of the art bar code scan engine is the smallest, lightest, and brightest available today and delivers premium performance at ranges up to 30 inches. With the built in scanner, taking tool crib inventories is a breeze. Based on the popular 3Com Palm Computing platform, the SPT 1800 makes available to your field force thousand of software products to increase productivity.

Address books, Calendars, To-Do Lists and even Expense Report preparation are just a few types of products available for the Palm Based SPT 1800.

While the SPT 1800 is small enough to put in your pocket, it is tough enough to use in almost any environment. It can withstand drops of up to 4 ½ feet to concrete. Tested under IP 54 standards means that the unit can even be used on your dock when it is raining. And the integrated bar code scanner is bright enough to be seen even in bright sunlight!

The Solution For All Sales People

The Palm Order Pad is the tool you need for all of your sales people. The Palm Order Pad is perfect for the drivers delivering your products, the outside sales people selling in the customers' office or even the sales person taking inventory of a tool crib in a customer's warehouse. If you want to give your salespeople more time in front of customers, improve the productivity of your drivers, and reduce data entry time and errors, then DataWeld's Symbol SPT 1800 based Palm Order Pad is for you.



For More Information:

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