



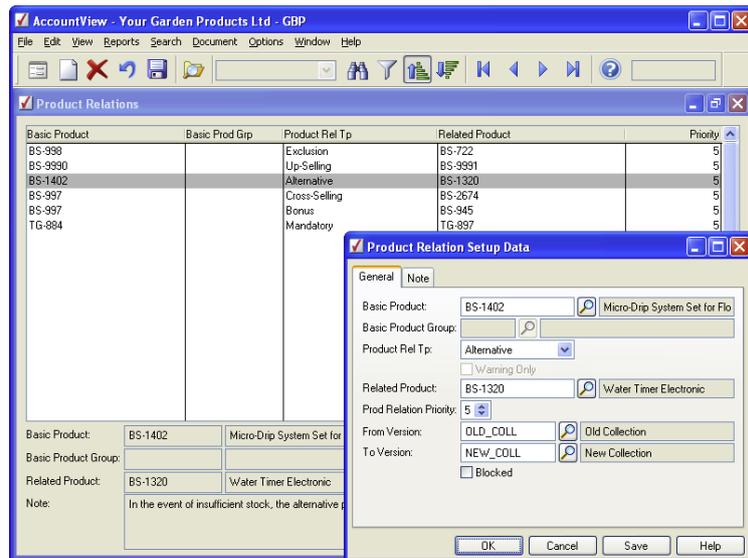
## SALES ADVISOR

Do you want to be able to check mandatory or prohibited commodity combinations to prevent erroneous orders? If so, you should choose the *Sales Advisor* module, which turns every salesperson into an expert!



### FOR WHOM?

For everyone who wants to increase the accuracy of quotations and sales orders, and increase the productivity of their sales staff.



Do you want to inform customers about alternatives to the products they order? Or about more sophisticated versions? With the *Sales Advisor* module, you can easily define these product relations. You can use it to define the various product relations as alternative products, bonus products, mandatory combinations and exclusions, and also cross-selling and up-selling products.

\* Extension of the *Sales Order Processing I* module.

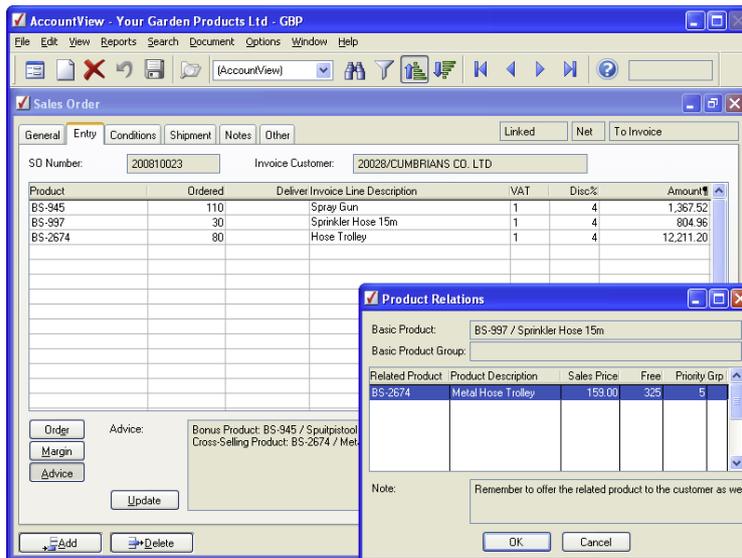
### INTERACTIVE SUPPORT

For each product relation, indicate whether a message is to appear showing the up-selling and cross-selling possibilities and product dependencies when quotations and sales orders are entered. This puts all the relevant information about a product at your fingertips so that you can always offer your customer something that is attractive and right for them. For example, you could make a point of always drawing your customers' attention to the next version up in your product range.

### MAINTAINING PRODUCTS RELATIONS

Use multiple sets of product relations simultaneously. They can be used if, for example, you have a variety of customer profiles, different versions of the same products or different types of products/orders.

## SALES ADVISOR



Have you defined all your product relations using the *Sales Advisor* module? If so, everyone will be informed about these automatically when entering sales orders. This means that everyone immediately has all the relevant product information to hand, and the correct product combinations are always delivered to your customers.

### DEFINING PRODUCT RELATIONS

Define the various product relations as alternative products, bonus products, mandatory combinations and exclusions, and also cross-selling and up-selling products. You can use the possibility to always make certain products mandatory or, conversely, to always exclude them. You can benefit from the fact that a product relation can apply between the products themselves and between a product and a product group.

### CONTROL AND REPORTING

Maintain control over your various products and the product relations between them. To do this you can use the comprehensive product relations window, in which you can work flexibly with your own filters and sorts. You can also make use of the extensive reporting facilities, with which you can view your product file from a variety of angles. Moreover, you can benefit from the ease with which a product relation can be deleted or added.

### ADVANTAGES

- Fewer errors, because you can define all the product relations so that information about them appears automatically when quotations and orders are entered.
- Sales advice messages are automatically included in your sales orders when you convert your quotations into sales orders.
- Superb customer service, because you can always offer them an alternative product if a product is not in stock.
- Perfect sales support when you work with combined commodities, bonus products and alternative products.