



SAGE PFW

CUSTOMER INSIGHTS

■ ACCESS BUSINESS CRITICAL INFORMATION

Empower your staff with quick and easy access to comprehensive information on your customers.

■ STREAMLINED INTEGRATION

Customer Insights captures critical information from several Sage PFW modules, and brings it together in one easy to navigate screen, creating one complete "snapshot" view of your customer.

■ BUILD CUSTOMER LOYALTY

Quickly satisfy customer inquiries and provide an unparalleled customer experience that will keep your customers coming back for more.

■ QUOTE ACCURATE PRODUCT PRICING

Gain customer confidence and loyalty by providing accurate quantity discounts and price specials that maintain your profit margins.

■ EFFECTIVELY SELL MORE PRODUCTS

Know what your customers need to order, before they do! Powerful, sophisticated sales analysis tools help identify sales opportunities based on ordering trends, resulting in a boost to your bottom line.

■ SECURE BUSINESS INTEGRITY

Protect your most valuable asset, your customer data. The tight security of Sage PFW software ensures your vital customer information is protected while providing reliable and accurate information.

Customer Insights

File Edit View Window Help

Customer Key: DCCCB-BEV01 Customer Class: Country Clubs (CA) Currency: []
 Name: Beverly Hills Country Club Salesperson: Margaret Bergman [Open Item]

Item: APPRL-SHIRT-PACI-5021-M-WHI-A
 Description: PSA Short Sleeve Shirt, Men, White, Asst
 Location: CALIF
 California Warehouse

Status: Active
 Qty On Hand: 2,929.00000
 Qty Available: 2,519.00000
 UOM: Carton

Price Calculation:
 Order Quantity: 50
 Unit of Measure: Carton
 Unit Price: 28.00000
 Extended Amount: 1,400.00

Item Price and Cost Information:
 Base Price: 28.00000 Average Cost: 5.46606
 Base Price Date: Standard Cost: 15.00000
 Customer Base Price: 28.00000 Standard Cost Date: []
 Last Price Paid: 28.00000 Last Cost: .00384

Price Method 4 - Customer Class / Item Class:

| From Qty | To Qty | Discount | Price |
|---------------|---------------------|-----------|----------|
| .00001 | 99.99999 | .00000 | 28.00000 |
| 100.00000 | 199.99999 | -2.00000 | 27.44000 |
| 200.00000 | 299.99999 | -5.00000 | 26.60000 |
| 300.00000 | 999.999.99999 | -10.00000 | 25.20000 |
| 999.999.00000 | 9,999.999.999.99... | -15.00000 | 23.80000 |

Alternate Item and Location:

| Item | Description 1 | Location | Qty On Hand | Qty Available | UOM |
|-------------------------------|--|----------|-------------|---------------|--------|
| APPRL-SHIRT-PACI-5021-M-WHI-A | PSA Short Sleeve Shirt, Men, White, A... | FLRDA | 3,697.00000 | 3,002.00000 | Carton |

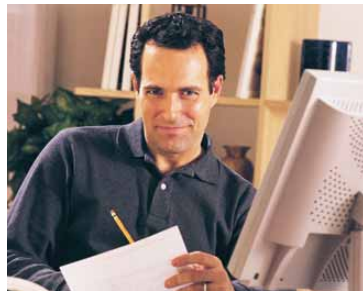
MB CI Date Limit: 1/17/2004 Record Limit: 1,000

The most important asset to the success of any business is their customers. Now more than ever, building customer loyalty is critical in any business. Today, consumers have so many options available. Not only is there local competition, but with the surge of e-commerce, there are now unlimited places for your customers to spend their money. Gain the competitive edge you need to retain your current customers and acquire even more. Sage PFW ERP Customer Insights provides you with the tools you need to provide superior customer service!

Empower your personnel with the information they need to proactively satisfy your customers, and allow them to enjoy fast, personalized attention with every interaction. With Customer Insights your employees will be well informed on all aspects of the customer so they can quickly respond to inquiries, effectively sell more products, and quote accurate product pricing. Customer Insights will facilitate quick access to detailed credit status, pricing, quotes, orders, sales information, history information and...the list goes on! You can even use flexible PivotTable functionality to pinpoint vital information. The more customer knowledge you have, the easier it is to provide exceptional service and create new revenue opportunities in your existing customer base.

Customers are the lifeline of your business—handle them with insight!

Sage PFW meets the needs of your business, providing fast, dependable, and customizable features and data security. Its complete solution of powerful financial, distribution, and process manufacturing modules provide specifically targeted capabilities to boost production, maximize profits, and increase efficiency in your supply chain. For more information about Sage PFW and to reach a higher level of performance and profitability, please contact your local business partner, or call us directly toll free at 888-473-5135. You may also visit our Web site at: www.sagesoftware.com or email us at sagepfwinfo@sage.com.



Sage PFW

Customer Insights

"All of our data is tied together in one place... We know which items are in stock, and can give customers accurate lead times, which helps secure ownership of our niche in the marketplace."

Adrienne Olson
Controller
Sierra Corporation

FEATURES

Access Business Critical Information

Leverage information that is easy to access, manage, and analyze to improve customer service and for faster decision-making. One easy-to-navigate, comprehensive screen empowers your employees to confidently communicate with customers. With proper security employees can click on the Address, Credit, Pricing, Quotes, Orders, Order History, Open Invoices, Invoice History, Pay History, Shipments, or Sales Analysis view to access the associated customer information. With the touch of a button, employees can view and revise essential data—prompting quick and effective responses to your customer's inquiries.

Streamlined Integration

A critical component of success is cross-team visibility to ensure that the right people have access to the right data, so they can efficiently respond to prospects and support customers. Customer Insights seamlessly pulls together data from throughout your Sage PFW solution. Not only can authorized employees view detailed information, they can also simply double-click to open and edit items such as invoices and orders. Customer Insights will help you make your customer service workflow more efficient and provide the details required to keep your employees better informed for effective decision making.

Build Customer Loyalty

Set your company apart from competitors by focusing on quality and excellence in customer service. Customer satisfaction builds loyalty and often trumps price as a primary consideration of consumers. Avoid losing customers due to a disengaged customer experience with your company. Customer Insights will put your employees in-the-know and can help you increase customer satisfaction levels by responding to their problems faster and more accurately. Customer notes and attachments will provide your staff with tools to enhance internal communication, so users can be proactive with access to detailed notes on customer's preferences, call notes, product cross-sale and up-sale specifications, and more. Provide the best possible experience for each customer interaction—the service and assistance you offer is uniquely valuable to customers and gives you a competitive advantage.

Quote Accurate Product Pricing

Win competitive, yet profitable business, by providing accurate, consistent price quotes in less time, and offering your customers the best possible price. The Pricing view will allow access detailed pricing information, including price specials, and quantity break discounts that are specific to a product for a customer. Quote customers accurate pricing for any quantity they might want to purchase right over the phone. And because employees are informed, they can offer the lowest price available while maintaining profit margins. This view will also show current stock information for the item, as well as base price and cost information. Additionally, the view will show the price the customer paid the last time they purchased the item, as well as alternate item information. And even better all pricing is delivered in the customer's currency, so you're speaking in monetary terms they can understand. This detailed information allows key decision makers in the sales processes to evaluate deal attractiveness based on revenue, margin, and inventory. By optimizing profitability deal by deal, your company in turn can increase sales effectiveness, in turn can increase sales effectiveness, bringing long-term profitability and revenue growth.

Effectively Sell More Products

Customer Insights provide salespeople with full visibility to their customers, so they can measure and monitor their customer's purchases. Each salesperson can drill down and use PivotTable functions to analyze customer's past sales and discover trends in purchasing history. The salesperson can then directly contact the customer to discuss promotions on products that coincide with the uncovered customer requirements. Even better, with this information you can market products and services in ways that more directly reflect the individual customer requirements. You will gain a suitable marketing opportunity with a receptive customer and your customer will perceive you as a company that tailors itself to their particular desires, helping to increase loyalty and, most importantly, retention.

Secure Business Integrity

Rest assured with Sage PFW your customer information is secure. For each Customer Insights view, you can define read or write access to individual user groups. For example, you can grant access to Address, Order, Order History, and Shipments views to employees who respond to customer inquiries, but only to the extent required to do their job, so you could prevent access to Credit and Sales Analysis views. With Customer Insights you can take the necessary steps to preserve the security, confidentiality and integrity of your customer information.