

Datasheet



HighJump Mobile Sales Advantage

HIGHJUMP MOBILE SALES ADVANTAGE FEATURES INTEGRATED SURVEY CAPABILITIES THAT COMBINE MARKETING PROGRAMS AND SALES ACTIVITIES TO HELP INCREASE INDIVIDUAL AND TEAM CONTRIBUTIONS TO THE BOTTOM LINE.

Winning Shelf Space

Sales teams now face greater pressure than ever to produce results in a highly competitive environment with tight margins. Transform order takers into sales consultants and win more shelf space with HighJump™ Mobile Sales Advantage. Designed for the Microsoft® Windows® mobile platform, HighJump Mobile Sales Advantage is a presales application that improves the efficiency of your salespeople and helps them build better customer relationships. This solution helps you identify sales opportunities, increase shelf space and boost productivity by equipping the sales team with the information required to efficiently complete orders and secure new deals without carrying paper records.

HighJump Mobile Sales Advantage—Identifying Sales Opportunities and Improving Sales Execution

With instant access to accurate history, promotional, pricing and product information, HighJump Mobile Sales Advantage helps salespeople identify trends and upselling opportunities, which allows your business to achieve higher revenues. With this information at their fingertips, your sales team is better equipped to educate customers and maximize revenue opportunities at the shelf.



HighJump Mobile Sales Advantage automates the ordering process and the collection of inventory information. The routebook functionality allows salespeople to track retail inventory levels, forecast retail sales trends, and create optimized product orders that help avoid costly out-of-stock and overstock situations. Real-time communication throughout the day allows you to automatically track orders from beginning-of-day setup through delivery. In addition, HighJump Mobile Sales Advantage features integrated survey capabilities that combine marketing programs and sales activities to help increase individual and team contributions to the bottom line. With this advanced ordering tool, your sales team can respond more quickly to customer needs and more effectively manage demands in the store.

HighJump Mobile Sales Advantage gives your sales team the information needed to service existing accounts and secure new deals.

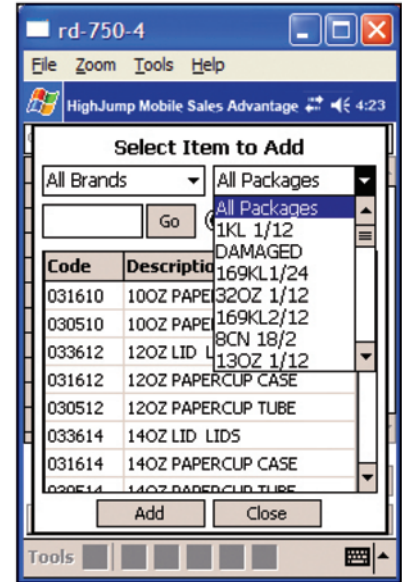


Boosting Productivity

With powerful order and customer management capabilities, HighJump Mobile Sales Advantage enables salespeople to spend less time on administrative tasks and more time analyzing customer needs and closing business. Paper orders can be eliminated in favor of compiling sales data electronically, with a touch screen to avoid errors. HighJump Mobile Sales Advantage empowers salespeople with accurate information on route schedule, delivery and demographics, customer details, accounts receivable and order history details, so they can process more accounts in less time and cover more territory.

Enhancing Customer Service

With powerful order and customer management capabilities, HighJump Mobile Sales Advantage enables salespeople to spend less time on administrative tasks and more time analyzing customer needs and closing business. Paper orders can be eliminated in favor of compiling sales data electronically, with a touch screen to avoid errors. HighJump Mobile Sales Advantage empowers salespeople with accurate information on route schedule, delivery and demographics, customer details, accounts receivable and order history details, so they can process more accounts in less time and cover more territory.



Save time and minimize paper use with access to up-to-the-minute account and SKU-level product and pricing information.

Features	Benefits
Extensive SKU-level pricing information, order history and profit calculators	<ul style="list-style-type: none"> • Increase information accuracy • Improve productivity and sales execution with information-based selling • Check competitive products for pricing comparisons
Detailed historical and predictive information	<ul style="list-style-type: none"> • Establish new order quantities efficiently • Increase sales • Reduce out-of-stocks
Automatic checks and balances	<ul style="list-style-type: none"> • Decrease order mistakes and capture order information accurately • Avoid manually correcting data entry errors • Spend more time selling
Integrated survey capabilities	<ul style="list-style-type: none"> • Enhance the impact of marketing programs and promotions • Collect survey responses automatically • Meet account-level objectives • Achieve pay-for-performance standards
Built on .NET Compact framework	<ul style="list-style-type: none"> • Leverage improved performance • Achieve full-screen capabilities on the Microsoft Windows mobile platform
Remote management of devices	<ul style="list-style-type: none"> • Manage devices on an ongoing basis from the office (e.g., periodic O/S upgrades, firmware updates, device lockdown, reporting and monitoring) • Reduce time and errors on initial device staging • Deploy route application issues from the office

