



### 3 Ways to Affect Mobile Sales from DDI's Inform Software

DDI System's **inform** software has been powering the business needs of progressive distributors and DPA members for almost 20 years. Today, DDI not only manages your entire business from inventory to accounting, it also provides the advanced sales tools and mobility necessary in today's 'techno-centric' environment.

#### Creating Sales with CRM While On-the-Go

Enable your sales people to gain access to all of their necessary information utilizing mobile devices such as laptops, netbooks, iPads, etc. Comprehensive information displayed through easy to understand dashboards highlight territory performance, customer purchase history, opportunity pipelines and more. Quickly identify outstanding quotes for follow up, upcoming meetings, and unpaid invoices. Stay in touch with customers through **inform's** CRM features allowing companies to pro-actively market to their customer base – driving sales and ensuring loyalty.

*"I can't say enough positive things about **inform's** CRM functions – they are VERY POWERFUL! There are no longer any surprises for my sales team because all of the information is at their disposal every minute of the day on the Salesman Dashboard." - Jansan Wholesaler*

#### Supporting Mobile Sales Through Customer Service

Your salespeople are the face of your company, but the customer service reps are their support system. **Inform's** integrated customer service features increase communication and support at multiple access points. When customers call and your salespeople are on the road, service reps can quickly and easily pull up all of a customer's critical information. They can even enter a quote or sales order. This information then transfers throughout the system and salespeople can follow up on those quotes at a later date. Tasks can be added to their calendars to request follow up as well.

*"Why didn't I switch sooner? DDI's **inform** software has opened many new doors giving my employees tools and technology that make their jobs more productive and exciting. With complete customer information at their fingertips, my customer service department has even become inside sales reps creating new revenue!" – Paper Wholesaler*

#### Electronic Signature Capture Eliminates Proof-of-Delivery Hassles

DDI's electronic signature capture uses today's iPod or iPhone devices to obtain signatures upon product delivery. Those signatures are uploaded and automatically attach to customer invoices. No more debating over unpaid invoices, these are available to both your accounting department and field sales team giving them access to outstanding invoices while visiting with customers.

DDI System's integrated solution streamlines your operations and enables your entire team to provide enviable customer service, plus the advanced sales tools necessary to gain a competitive advantage. See DDI System's **inform** solution at the DPA Annual Conference. Call [877-599-4334](tel:877-599-4334) or email [sales@ddisys.com](mailto:sales@ddisys.com) to schedule an appointment.