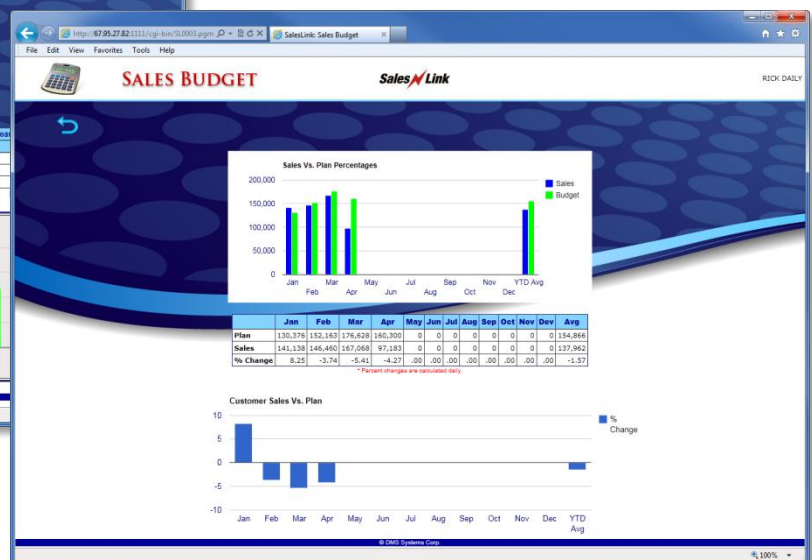# Sales∕Link

**Sales-Link™,** *part of the DX family of high-performance warehouse management applications, is a* Web-based **Salesman's Dashboard.** This add-on module is a web-service that provides a Salesman real-time access to customer information and account analysis while on-site at the customer location using an **iPad** or laptop. Real-Time Data from DMS' **DX System** provides the following customer-management features to each Salesman:

▶ **My Sales Dashboard** – a complete analysis of a Salesman's Today – MTD – YTD performance

▶ **DX Orders** - access to real-time Order Entry for immediate placement of orders

▶ **Customers** – access to all assigned Customers with their purchases & account analysis

▶ **Product Sales** – access to consolidated Customer purchases by Vendor & category

▶ **Sales Budget** - access to monthly and YTD analysis of individual sales plan

▶ **No Sales** - access by Customer of non-purchased product categories

▶ **Qwik-Order** – access to Corporate e-Commerce website for training of customer

▶ **Documents** – access to Corporate documents – Credit App, Promotions, Policies, etc.

▶ **Admin** – access to Salesman Notepad / Calendar and Salesman Call Report

Sample Analytic Screens

DMS Systems Corp.    1-888-985-2500    info@dms-systems.com    www.dms-systems.com

Sample Sales-Link Admin & Documents Applications Screens

Company Documents - Windows Internet Explorer

http://dx-portals.com/Portals/Documents/tabid/63/Default.aspx

## Company Documents

| Title | Size | Modified Date | Created Date | Description |
|-------|------|---------------|--------------|-------------|
| Credit Application | 81.00 KB | 4/5/2011 | 7/10/2010 | Customer Credit App |
| Expense Form | 146.00 KB | 4/5/2011 | 4/5/2011 | Sales Expenses Spreadsheet |
| Order Entry Training | 158.90 KB | 4/5/2011 | 4/5/2011 | Order Entry |
| Sales Promotions | 105.95 KB | 4/5/2011 | 4/5/2011 | Sample Sales Promos |

Home    Sales-Link                                                                 Sales

**Sales Link** for Wahlberg-McCreary

DMS

### ANALYTICS
- My Sales
- Customers
- Products
- Sales Budget
- No Sales

### APPLICATIONS
- DX Orders
- DX CRM
- Qwik Order
- Documents
- Admin

DX-Portal for Wahlberg-McCreary- DEMO > SL_Admin - Windows Internet Explorer

http://www.dx-portals.com/SL_Admin/tabid/2304/Default.aspx

**Sales Link**

**Sales Administration Apps**

- Notes
- Call Report

DX-Portal for Wahlberg-McCreary- DEMO > Sales_Notes - Windows Internet Explorer

http://www.dx-portals.com/Sales_Notes/tabid/2302/Default.aspx

Notes:    Ben wants to order 3 pallets of coolant per our upcoming specials. Call him when we can ship.

DX-Portal for Wahlberg-McCreary- DEMO > Call Report - Windows Internet Explorer

http://www.dx-portals.com/CallReport/tabid/2303/Default.aspx

| SALES CALL REPORT LOG | | CALENDAR WEEK: APRIL 18, 2011 | |
|---|---|---|---|
| SALES PERSON: GRADY DAVIS | | DATE: 4/18/11 | |
| Company Name: ABC Auto Repair | Customer Acct No. 12315 | | Customer X  Prospect  Competitor: |
| City: Boaz | State: Alabama | Contact Name:  Sid Dooley | |
| SALES CALL SUMMARY | | | |
| Call Notes: We discussed the prospect of changing his NAPA belts to Gates. Plan to bring Gates rep by to convince Sid about quality and price advantage we have. Next call is scheduled for next Monday 4/25. | | | |
| SALES PERSON: GRADY DAVIS | | DATE: 4/19/11 | |
| Company Name: Jimmy's Auto Care | Customer Acct No. | | Customer  Prospect X  Competitor: CarQuest |
| City: Tuscaloosa | State: Alabama | Contact Name:  Jim Carey | |
| SALES CALL SUMMARY | | | |
| Call Notes: Jim and I discussed how to get more of his business from CarQuest. He gets a monthly 2% rebate from them. I showed him some comparisons between their pricing and ours on brake pads, water pumps and belts. Their prices were higher than ours across the board. I explained that he is paying from his own rebate. He said we are costing him profits. I need to raise his prices and give him a rebate. | | | |

DX-Portal for Wahlberg-McCreary- DEMO > Sales_Notes - Windows Internet Explorer

http://www.dx-portals.com/Sales_Notes/tabid/2302/Default.aspx

**Sales Link**

**NOTES - Confirmation**

Notes:Ben wants to order 3 pallets of coolant per our upcoming specials. Call him when we can ship.
Date:4/20/2011

Return to Form