

# BROKERFORCE™

Work *smarter* not *harder* !

303-665-2344



32-bit design for:  
Windows 98, NT, 2000 & XP



Seamlessly integrates with Microsoft  
Office 97, 2000 & XP

Converts SMS™, KnowIt™, Nuts &  
Bolts™, WinRep™, RepBiz™,  
RepSolve™, RepTime™.

Microsoft Windows, Access, Excel, Word, & Outlook are  
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PocketRep & Excel8d, are trademarks of DataForce, Inc.

# BROKERFORCE™

*The Power Of Information*

P.O. Box 155  
Louisville, CO 80027

Integrated order management systems  
delivering a superior return on investment since 1985

# BROKERFORCE™

Manufactures' Rep Software  
Patents Pending



[www.BrokerForce.com](http://www.BrokerForce.com)

Want to *integrate*?

- ✓ Customers
- ✓ Back Office
- ✓ Showroom
- ✓ Road
- ✓ Internet
- ✓ Manufacturers

## Back Office

**Vendor Commission Statement**  
January 1, 2002

*Commission due  
your agency*

**Rep Commission Statement**  
January 1, 2002

*Up to 3-way splits*

**Customer Snapshot**  
August 15, 2001

*Comparative sales history*

**Purchase Order**  
August 15, 2001

*Fax or e-mail from BrokerForce*

Thompson Rep Agency  
P.O. Box 155  
Louisville, CO 80027  
Ph (303) 665-2344  
Fx (303) 666-5956

- Organize ordering information to increase sales and make more money for the Rep, Manufacturer, and Customer
- Fax or e-mail reports directly from the program
- Repackage historical sales data into clear, concise reports to forecast future demand and streamline product selection
- Separate performing accounts from non-performers

## Showroom



- Create bar coded shelf tags **(included)**
- Use manufacturers' UPCs or let BrokerForce assign a bar code
- Scan bar codes and UPCs for automated order entry
- Supports wedge scanners and Pocket PC™ hand-helds

## Road

### **SFA (Sales Force Automation)**

- Enter/Scan orders into a laptop or desktop and synchronize them to your office
- One-hand scan orders with a Pocket PC and BrokerForce's PocketRep™ companion
- Fax or email orders directly from the application

### **CRM (Customer Relationship Management)**

- Place appointments and follow-ups directly into Outlook
- Synchronize customer contacts to Palm™ and Pocket PC with a sales history for each line that they buy
- Syndicate Mfg data to customers w/ bar coded order guides
- Mail merge directly to MS Word

## Manufacturers

- Reconcile their invoices and commissions quickly
- Automated import of manufacturers' price lists. Supports Excel, ASCII, CSV, or tab delimited formats so that you can enter orders with line item details in seconds
- STOP sending hand-written faxes! SAVE\$ by faxing or e-mailing your orders directly from BrokerForce.

## Internet Services

- Synchronize data with your reps using the Internet, they get updated pricing, you get their orders.
- Your line card hosted by us on the Internet shows what lines you represent
- Click one button to update your site in seconds with thousands of price changes, add new lines, and remove old ones from your line card
- Information and account request forms completed by prospective customers go directly to you
- Your customers login and place orders on your site that go directly into your database.
- Each rep has only his/her customers, contacts, and orders. Your reps can connect to the Internet and synchronize.