

## Field Sales



# Ingram Micro | Data Capture/POS Division

### Need a More Efficient, Highly Customizable Field Sales Automation Solution? Look No Further.

As more businesses transition to having mobile workforces, employees in the field require faster, more reliable access to technology that will help them develop their customer bases, access relevant information and speed the sales process.

Ingram Micro's Field Sales Automation Solution provides instant visibility into back office sales data and information for managing a sales organization across the entire supply chain. From the sales representative to the customer, and the service technician to the supplier, we cover it all.

### The Future of Mobility

To stay competitive in this market, your customers must arm their field sales forces with the right information to help turn every client interaction into a revenue-generating opportunity. We can make it happen.

Our Field Sales Automation Solution is perfect for:

- **Field Sales** — Improve service levels to customers by providing instant visibility into a client's account, order status, inventory availability and delivery schedules to help close more business.
- **Sales Management** — Provide instant insight to senior sales management to facilitate critical field-sales decision-making processes.
- **Inventory Visibility** — Increase data accuracy and provide better inventory-management capabilities through real-time or batch part-level visibility.
- **Customer Satisfaction** — Improve your customers' ability to deliver special orders, drive incremental revenue, and provide accurate feedback on inventory, shipping and delivery schedules on the fly.
- **Complete Customer Information** — Put full contact data, account information, order status, history, product pricing, promotional information, inventory updates and payment-collection data at your customers' fingertips.

### Mobile Sales Force

By combining a hand-held Motorola mobile computer with a Datamax-O'Neil mobile printer and MobileFrame's software, you can offer your customers a complete, intelligent networking solution that's practical, affordable and customizable.

Our solution also enables mobile sales representatives to connect to back-end ERP systems in real time in order to view enterprise data, send instant messages and capture digital signatures; send photos, voice notes, fingerprints, RFID and bar-code scans; and print receipts while in the field. We offer fully customizable applications with no coding required and a variety of flexible printed-receipt sizes to fit any customer's need.

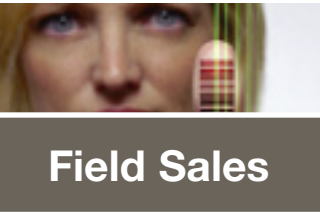
### Ingram Micro's Field Sales Automation Solution Components

**Motorola Enterprise Digital Assistant (EDA)** — As the smallest and lightest rugged Motorola EDA, the MC55 packs the power of a walkie-talkie, VoIP phone, mobile computer, bar-code scanner and camera into a robust business-class device that offers remarkable durability, manageability, security and scalability — with true consumer styling and ergonomics.

Now retailers, hospitals, restaurants and more can provide workers with the sophisticated yet cost-effective mobile voice and data services required to truly achieve maximum productivity, response times and service levels.

General product info: Models *U60947, U60950, U60520, U60346, U60518, U60347, U60349* and others

Requirement: Must be part of PartnerSelect Program



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### Datamax-O'Neil Serial and Wireless Portable Thermal Printer —

The microFlash 2te — the smallest 2-inch printer with a design proven to thrive in mobile environments. The 2te prints outstanding quality 2-inch direct thermal receipts, proofs of delivery, invoices, bar codes and labels. Whether in serial or wireless mode, the 2te is the printer of choice around the globe for field-mobile service, route accounting, direct store delivery (DSD), logistics, home delivery and pre-sales systems.

The Bluetooth module offers the convenience of a personal area network (PAN), eliminating the need for mobile workers to return to their vehicles to print receipts or tickets.

*SKU T10038* (Additional printers are available based on receipt printing size.)

Get improved pricing by joining Datamax-O'Neil's partner program.

**MobileFrame Software** — Out of the box, this mobility software is a complete solution for any enterprise, enabling businesses to rapidly implement a variety of mobile applications. A unique software platform allows data collection and managed workflow to be seamlessly integrated from the field. MobileFrame users can connect to back-end enterprise systems in real time and capture rich data types such as documents, digital photos, voice notes, bar-code scans, digital signatures and more.

With unparalleled ease of use and a powerful feature set, MobileFrame makes it simple to create and deploy custom mobile applications to meet any mobility need.

MobileFrame's VAR Program includes sales, marketing and technical support; online sales demo; internal development licenses; sample mobile applications; online basic-training access; three-day advanced technical training; and co-branded sales and marketing collateral with success stories and case studies.



### Resources

#### Dedicated Ingram Micro/Motorola Market Development Managers

##### Northeast:

Hub Wagoner (800) 876-4629, ext. 64851  
hub.wagoner@ingrammicro.com

##### South/Central:

Kathy Lillis (800) 876-4629, ext 64853  
kathleen.lillis@ingrammicro.com

##### West Coast:

Nicole Paulus (800) 876-4629, ext. 67211  
nicole.paulus@ingrammicro.com

#### Data Capture/POS Division Technical Support

(800) 876-4629 (option 2)

### One Source. Complete Solutions.

The Ingram Micro Data Capture/POS Division is a specialized distribution and value-add service division, offering auto ID/data capture (AIDC and RFID), POS and mobile computing products. With ongoing product development and technology advancements, we continue to create new applications for these products used in corporate offices, government, healthcare, hospitality, manufacturing, retail and warehousing.

Our customers also gain ready access to Ingram Micro's expansive line card, featuring best-of-breed complementary IT products. These products offer recurring revenue streams with the added benefit of providing VARs a chance to reach out to their customers on a regular basis to discover additional opportunities. From computers to wireless network to security, Ingram Micro customers find a truly complete solution to enhance their AIDC, POS and mobile applications.