

Start now and expand quickly to improve your order entry, route and delivery process



IBM Solutions for Mobile e-business

Quick Start Engagement for Distribution

Highlights

Extend the convenience of anywhere, anytime tracking of key information

Allow mobile access to your sales flow: from the initial order to delivery

Quickly launch a pilot for selected customers

Make order entry more convenient, improve route optimization, improve inventory tracking and increase customer service

Enhance customer loyalty

Move with full confidence in IBM's proven expertise

Start now, grow quickly

Fulfilling the e-business promise

Today's Route Accounting Industry is a complex and evolving marketplace, with transaction quantities increasing, order turnaround times undergoing pressure to decrease, and customer service constantly a high priority. Due to competitive shifts in the market, more and more companies are looking for ways to improve their competitive positioning by improving their processes and increasing customer satisfaction.

Technology is allowing many companies to achieve just such an advantage through automation of their route and delivery processes.

The Quick Start Engagement for Distribution which leverages the IBM WebSphere™ Everyplace Suite, allows you to automate your route accounting systems by connecting you to pervasive computing devices. Pervasive computing is all about enabling people to get relevant, personalized information virtually wherever and whenever they want, and to act on this information immediately. By automating part or all of your route sales processes, key information is now available anytime, anywhere - throughout the sales flow from the initial order through the load creation to delivery and adjustments at the customer site. The Quick Start Engagement for Distribution will allow you to increase transaction quantities, decrease order turnaround times, reduce transaction costs, and optimize your internal resources while building customer loyalty. You will be able to track and trace

materials, signature capture, barcode scanning, inventory information, two way messaging, auditing of reports and generate reports from data captured.

The enabling technology

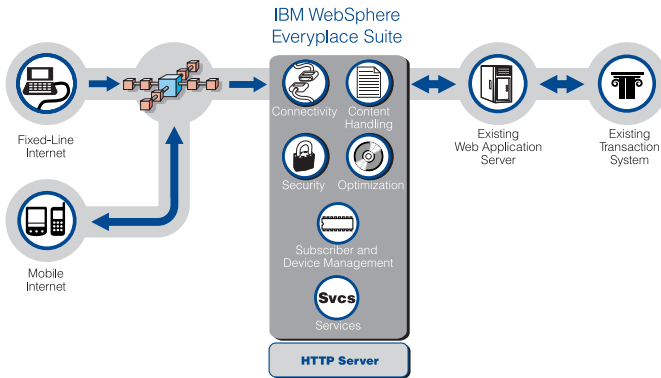
The Quick Start Engagement for Distribution enables you to structure your automated order-taking procedure, automate access to merchandising activities, design route optimization and automated mobile delivery functions, and initiate automated load and checking functions. Inventory counts can also be automated in the warehouse or distribution center with bar code scanning devices.

This Quick Start Engagement for Distribution is designed to help you rapidly prototype and test your pervasive computing solution. IBM provides you with the key software components and services capabilities necessary to get your pervasive computing project up and





IBM WebSphere Everyplace Suite



**Extend IT systems to new, mobile users
More up-to-date information increases its value to everyone**

running quickly. Starting with a Solutions Workshop and quickly moving to proof of concept and proof of technology, the IBM goal is to have you up and ready to begin a working pilot program quickly.

Business Benefits

- Improved customer service
- Immediate access to accurate customer information
- Automated systems ranging from order entry, order status, to delivery
- Accelerated billing cycle
- Improved workforce productivity
- Increased revenues

Quick Start Engagement Content

- Initial workshop to define requirements, content, and scope of project
- IBM WebSphere Everyplace Suite
- Configuration and integration into existing ERP system, order entry system, accounting system back end or web system
- Preparation for a limited pilot

The next phase

IBM is prepared to help you expand your successful pilot to fully integrate mobile access with all of your existing systems.

Ready to take your e-business to the next level?

The e-business revolution continues to gain momentum. Get ready for the next generation of e-business today and learn how you can leverage your route accounting system by extending its value when you automate part or all of your route sales process.

To learn more about this Quick Start Engagement, visit our website at www.ibm.com/pvc or contact your IBM sales representative.

© Copyright IBM Corporation 2000

IBM Corporation
Pervasive Computing
Route 100
Somers, NY 10589
U.S.A.

Produced in the United States of America
08-00
All Rights Reserved

IBM, AIX, Mobile Connect, SecureWay and WebSphere are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries, or both.

Windows and Windows NT are trademarks of Microsoft Corporation in the United States and/or other countries.

Other company, product and service names may be trademarks or service marks of others.

References in this publication to IBM products or services do not imply that IBM intends to make them available in all countries in which IBM operates.

