



Quotes and Sales Orders

Quotes and orders are the heart of your business. bisTrack's strength lies in the richness and flexibility of its sales management features.

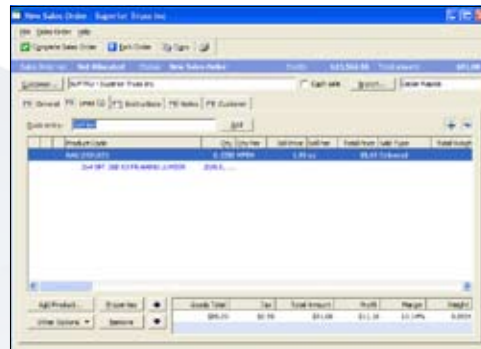
bisTrack can be used at the counter or in the back office to expertly manage your quotations, orders, payment and customer deliveries. Further, it integrates sales with the rest of your business functions. The benefits of bisTrack's automated, integrated sales management system are:

- Better customer service, with fast, accurate order taking and records of your customers' purchasing history, terms, pricing and delivery preferences.
- Efficient sales staff, by streamlining, automating and integrating their day-to-day tasks.
- Faster inventory turnover, from the ability to sell on-hand and on-order inventory from all your locations.
- Higher revenue and profits, using on-screen data analysis, negotiation and margin calculation, and inventory status information to make informed decisions and better use of your resources.

Your counter staff and office personnel will have all the tools they need to handle your complex sales models and demanding customer specifications.



Sales staff quickly launch their desired task from the Sales Taskpad.



Intuitive screens make entering orders fast, easy and accurate.

Quotation features help control margins and secure the order

In a competitive environment, your quotation process needs to be swift, informative and price-competitive. Instant access to customer histories and preferences, pricing rules and inventory status allows your staff to quickly generate quotes. bisTrack quotation features also allow you to:

- Negotiate for highest profitability while preparing the quote, viewing on-screen margin calculations by line item or total order.
- Reserve stock for 24 hours.
- Create subtotal and re-price by profit or margin.
- Easily and quickly convert partial or entire quotations to orders, and vice versa.
- Use the Product Configurator™ as an intelligent guide to quoting custom doors, windows and other complex products.
- Import take-offs from estimating software, with an optional Take-off Import interface.
- Import order from popular building supply and kitchen design software, such as 20-20, Andersen iQ and Marvin MOE.

One supplier. One integrated system. Only Progressive Solutions.



Place orders at the counter and in the back office

bisTrack's features support the traditional sales models of both building materials distributors and dealers. Enter orders with all the standard practices:

Pricing options: Use default price or pricing rules for customer volume, product matrix, customer and promotional pricing. Negotiate using on-screen margin calculations.

Payment options: Cash, debit, credit or gift card, COD or on account. Your customers can use more than one payment type per order, and at your option, can retain terms and special pricing even when payment terms change.

Delivery options: Carry-out, pick-up, delivery or direct drop-ship. Select different delivery options for each transaction.

Additional features to make your counter and office sales more efficient and secure include:

Counter Sales

- Improve order accuracy and speed with customizable Windows® screens.
- Use your choice of POS data entry devices, including touch screens, barcode and magnetic card reader.
- Use security screens to display ID photos and specimen signatures of people allowed to collect and sign for goods.

Office Sales

- Enter back-to-back orders for specialty or bulk items not normally stocked.
- Enter forward orders and allocate inventory.
- Add a price for added value operations, such as millwork, installation or Just in Time delivery.
- Put out-of-stock items on back order and release them automatically when the stock is received.
- Enforce customer purchase order entry, checking that it matches the correct format.

Order Line Properties - Line Number 1

Product code: 7A015501831 Available stock: 33.4812MFBM

Description: 2x4 SPF 2&E KD FRAMING LUMBER

General | Price Negotiation | Price Calculation | AVOs | Packs | Notes | Other

Quantity: 0.3350 MFBM Sel: 20/8.0, 10/12.0, 15/16.0

Selling price: 1.89 Each (Including AVOs)

Total price: 85.05 Calculated

Customer gift:

Slgt type: Delivered Picking required

Special order (the goods will be ordered from the supplier specifically for this order)

| Goods Total | Tax | Total Amount | Profit | Margin | Weight |
|-------------|--------|--------------|---------|--------|--------|
| 85.05 | \$5.55 | \$91.00 | \$11.18 | 13.14% | 0.0001 |

FR OK Cancel

Timber Tally Input

Selly mesh: 20/8.0, 10/12.0, 15/16.0

| Thick x Width | 8.0 | 10.0 | 12.0 | 14.0 | 16.0 | 18.0 | 20.0 |
|------------------|-----|------|------|------|------|------|------|
| Available stock: | 790 | 180 | 610 | 550 | 1009 | 490 | 220 |
| 50 mm x 150 mm | 20 | 33 | 15 | | | | |

Totals: 45 pieces, 820 ft, 0.3358 m3

Grow Cut >> Other Size...

OK Cancel

bisTrack's support for lumber tallies makes product selection and pricing easy. Lumber tally feeds directly into sales orders.

Progressive Solutions has helped lumber and building material dealers and distributors from around the world improve their processes and their bottom line.

Call us today to find out what we can do for you.

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