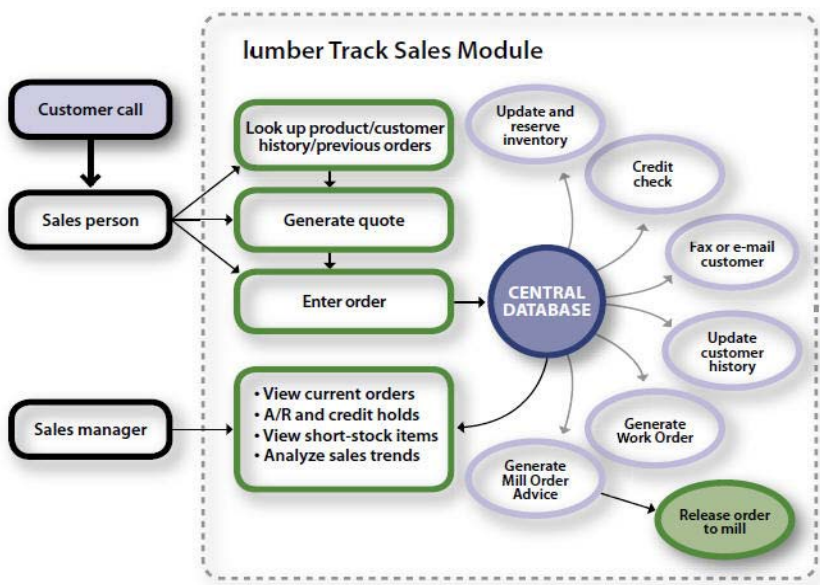


## Sales Module — Positioning your company for growth

lumberTrack's sales module provides comprehensive sales order management – from quotation to invoice to analysis. With immediate access to lumberTrack's extensive inventory database, your sales staff has accurate inventory information at their fingertips. They can respond to customers, generate quotes and close orders more quickly. In addition, informative customer histories improve their efficiency and customer service. Instant links to inventory, shipping and accounting eliminate data re-entry and reduce the chance of errors. Your sales staff is more effective and efficient, freeing up time to analyze sales trends and pursue new business.



Comprehensive sales order management will make your sales staff more efficient, allowing you to increase sales and offer better customer services.

### Linking sales & operations

lumberTrack maintains master files, customer price lists, part numbers, inventory levels, and other order and customer detail in one central location. lumberTrack's central data repository means that sales information is immediately available to the rest of your operation. Data re-entry is eliminated through permanent links between the sales order, shipment and invoice, and direct links to the mill order advice and work order. Your data is accurate, up-to-date and accessible.

### Improving Customer Service

Your sales people become true customer service professionals, with valuable information available at their fingertips when a customer calls. lumberTrack allows you to:

- Immediately confirm availability, or offer an alternative, and close orders faster knowing current and scheduled inventory.
- Save time with repeat customers, using customer sales histories that track a customer's historic buying patterns, preferred products and payment methods.
- Quickly look-up orders by order number, customer or purchase order number.
- Use the Internet to access lumberTrack so that remote staff and customers can enquire about order status.
- Fax or e-mail sales order documents to the customer to confirm an order and ETA.

**lumberTrack Sales...***continued.*

## **Streamlining Order Entry and Fulfillment**

Entering an order and processing your paperwork has never been easier. lumberTrack allows you to:

- Support multiple product types including softwood and hardwood lumber, panel, treated wood, remanufactured or finished products, engineered wood.
- Use automatic pricing, or offer contract pricing.
- Generate quotes, and subsequently generate orders from the quote.
- Enter back-to-back orders that link a sales order and a purchase order.
- Copy existing or previous orders.
- Enter transfer orders to move inventory from one internal facility to another.
- Enter tax, commission, brokerage and other special charges.
- Perform instant credit checks.
- Record extensive notes.
- Track order changes with an audit trail.

## **Facilitating sales management**

Flexible reporting of historical and current information helps you manage exceptional sales situations, analyze sales trends, forecast, and plan production. Use lumberTrack to:

- Reserve incoming inventory for specific sales orders.
- Analyze accounts receivable risk.
- Place orders on hold due to credit restrictions.
- View inventory window that shows short-stocked items.
- Sort historical and current sales by customer, product, sales person and location.

**Progressive Solutions has helped wood products and building material companies from around the world improve their processes and their bottom line.**

**Call us today to find out what we can do for you. Reach us toll free at 1.877.746.4774.**

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