



iPads and iPhones Running eMobilePOS Connect Agro Servicios' Field Sales Team to SAGE

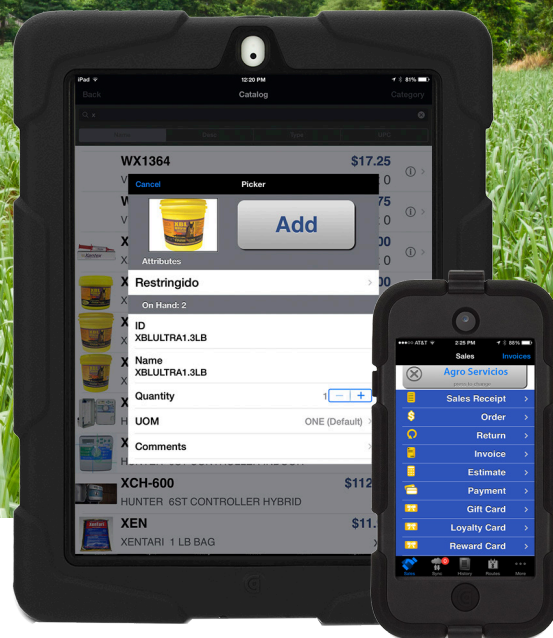
Background

Agro Servicios, founded in 1978, is a Puerto Rico based wholesaler and distributor of agricultural products, including seeds, fertilizers, pesticides and irrigation supplies to mention a few. Agro Servicios relies on its field sales force to market and sell to farmers, golf courses, and landscaping businesses in Puerto Rico. Many of the customers are located in remote areas.

Challenge

"With our sales force spending most of the time in the field, it is important to make sure that they have access to up-to-date product and inventory information as well as the ability to take orders during customer visits," says Peter Vivoni, president of Agro Servicios. "We have been adding more sales people to meet the increased demand for our products and the goal is to streamline the sales process and reduce paperwork in order to keep the costs for administrative support staff in the office at a minimum."

Agro Servicios uses SAGE 100 ERP (MAS 90) for inventory management, ordering and billing, and it is a priority to make this information available to the field sales associates so they can work more efficiently and be self-sufficient, requiring less support from the office.



INDUSTRY

- Wholesale distribution

LOCATION

- Puerto Rico

OBJECTIVES

- Connect the field sales team to SAGE
- Streamline the sales process and reduce costs for support staff
- Improve customer service and enable orders to be submitted to SAGE in real-time from the field

SOLUTION

- iPads and iPhones running eMobilePOS with seamless connection to SAGE
- The application works in both online and offline mode
- Ability to browse an electronic product catalog, view inventory, place orders, and track orders with real-time connection to SAGE as well capability to process payments



Solution

eMobilePOS enables the Agro Servicios' field sales team to access information about the company's more than 4,000 products directly on an Apple iPad or iPhone. eMobilePOS features a visual and search friendly electronic product catalog that is automatically populated with information from SAGE 100 ERP.

Sales associates can view what is available in stock for a specific product and they can also search for substitutions if an item is sold out. In addition, they can access customer information and view past sales activities. Orders are submitted directly in eMobilePOS and sent in real-time to SAGE 100 ERP. Customers review and sign orders on the screen and sales associates can track orders and check payment status. eMobilePOS supports mobile payment with credit cards and checks, and Agro Servicios is currently evaluating the feature that allows check payments to be processed right at customer site.

Benefits

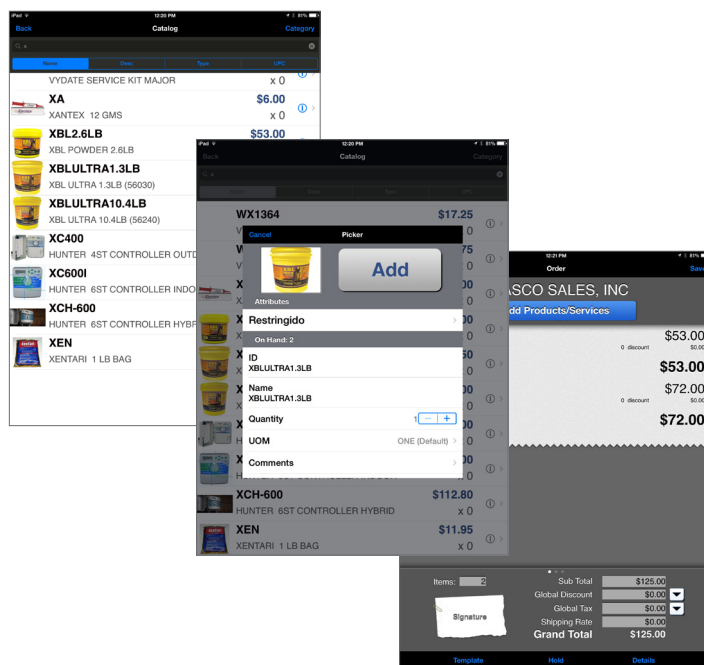
eMobilePOS provides the field sales team mobile access to SAGE, improving sales efficiency while reducing the need for back office support.

"eMobilePOS puts important information at our sales team's finger tips, allowing them to provide our customers real-time information and submit order with no delays," says Vivoni. "eMobilePOS has enabled us grow our sales force without hiring more support staff back at the office, providing significant cost savings."

Since eMobilePOS is a native app, the application is available even if the device loses the connection to the network. This feature is especially important since many of Agro Servicios' customers are located in remote areas with poor network coverage. The support for off-line mode provides sales associates continuous access to the product catalog and orders can still be placed even if the device temporarily goes off line. The device synchronizes with SAGE 100 ERP as soon as the network coverage has been recovered.

Agro Servicios is a long-time e-Nabler customer. Prior to using eMobilePOS for iPad and iPhone, Agro Servicios was using a Windows-based solution with similar functionality from e-Nabler. As the Apple iOS solution grew in popularity, Agro Servicios migrated to the iOS platform. The migration was completely seamless and did not require any changes in Agro Servicios SAGE system.

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eMobilePOS enables Agro Servicios' field sales team to access the entire product catalog, view inventory, and submit orders on an iPad or iPhone with real-time connection to SAGE.

e-Nabler Corp. Delivering a complete mobile POS system for smartphones and tablets.

Founded in 2001, e-Nabler Corporation, the company behind the award-winning eMobilePOS software, is one of the pioneers in mobile POS solutions. eMobilePOS was the first full- featured POS app on iTunes and has to date processed more than 3 billion transactions.

