



## Solid Sales Pro™

*Why is **Solid Sales Pro™** the right choice for your mobile order entry, point-of-sale, and inventory control system?*

*Because it offers Power, Mobility and Ease-Of-Use.*

Let's face it. Today's consumers are more demanding than ever. That means you need to service your customers faster, smarter, better all the time and every time.

Solid Sales Pro combines the ease of use and reliability of hand held computers with a full-featured, easy to use point of sale system. Route sales and order entry staff easily pick up and run Solid Sales Pro with only a few minutes of training, usually achieving large gains in productivity in the first day.

When combined with Solid Business Central, and many other accounting systems, accurate mobile inventory control<sup>1</sup> is easily achieved.

In short, Solid Sales Pro is a full-featured mobile point-of-sale and order entry system that's a must for any DSD route distribution business interested in increasing efficiency, reducing costs, and promoting sales growth

### **Solid Innovation, Inc.**

#### **CANADA**

#46 12<sup>th</sup> Street East,  
Suit 201

Prince Albert, SK

S6V 1B2

Tel: 1.306.953.5893

Fax: 1.306.9535893

[www.solid-innovation.com](http://www.solid-innovation.com)



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## Routes

- Each handheld/route has its own pricing and discounting, on-hand inventory, customer routing groups, customer lists, inventory lists, printing configurations and password access
- Load any number of customer routing groups onto the handheld, allowing routes to overlap
- Each handheld/route may be configured by Administration for access to features such as price overrides, seasonal discounting and more
- Works perfectly with Solid Journey Plan™ to provide “next stop” prompting

## Invoicing / Order Entry

- Transactions may be completed for route sales, credits/returns, and ROA's
- Payment options, tax type, and customer purchase order number can be edited on the handheld
- Transaction creation is simple, using a tap-through, step-by-step process
- "Scan to Count" and "Scan to Close" features enhance the speed of invoice creation
- Customer account balances are automatically maintained as invoicing progresses, with automatic display of credit limits and an optional allowance for user override
- Invoice items are easily added, deleted or changed
- Perform order entry for customers
- Items may be added to the invoice through bar-code scanning, or selected using 4 other search methods
- Transactions may be placed on hold, printed, and reprinted
- On-hand quantities are automatically maintained
- Price calculations and discounts are automatically supplied during invoicing with optional user overrides
- Invoice numbers are issued by the system to maintain full audit control
- Automatic date and time stamp
- Customer signature capture allows for validation of product delivery
- Various invoice styles are available; single or multiple copies are printed quickly and easily

## Customer Data

- Each handheld/route carries customer information such as company name, address, contact, phone number, present account balance, credit limits, tax exemption status, special discounts/pricing, terms and free form note area

## Inventory and Pricing

- Item information includes product code, bar-code, description, list price, wholesale price, department, quantity on hand, tax status, and environmental (core) charges
- Separate perishable product return codes can be added to allow for tracking of perishable goods such as bakery and dairy products
- Inventory is controlled by product code and inventory location thus allowing for clear reporting of over and shortage of new and returned product
- On hand quantities are automatically maintained as invoices and stock transfers are completed; truckloads are controlled through integrated stock transfers
- Truck or warehouse inventory counts completed by scanning product bar-codes with the handheld
- All inventory counts and stock transfers are uploaded to administration (route management) for verification

## Daily Settlement

- Day/trip end allows cash out (settlement) and inventory review for route salesmen
- The cash-out report provides transaction detail plus totals, allowing for individual route balancing
- Administration can perform cash-outs separately once transactions have been downloaded from the handheld computer

## System Security

- Unique user ID passwords apply system wide
- Administration controlled settings include credit limit, price overrides, invoice styles, inventory counts and cash outs
- Access to each handheld can be controlled under separate password for each unit

Be a corporate hero. Once you implement the Solid Sales Pro system into your DSD route accounting or wireless mobile order entry business, your customers will thank you, your sales team will thank you, and your bottom line will thank you.