



The Nexterna™ Clearview Quotes & Sales Orders module allows users to manage the entire sales cycle of the products and services they offer.

Information flows easily from Quotes to Sales Orders through an approval process. Sales representatives will have the functionality necessary to service their customers efficiently.

Overview

The Nexterna Clearview Quotes & Sales Orders module provides advanced functionality in four key areas: pricing; quotes and sales orders; picking, shipping, and tracking; and billing.

Pricing

Multiple pricing and discount structures can be established. List pricing is set-up against the item master and is specific to a currency rate. Categories make it possible to quickly customize this pricing for customers. Price adjustments may be set-up by item, item group, and quantity. These adjustments can be discounts or up-charges based on your criteria. Future pricing capabilities are also available to set-up promotional pricing.

- Create multiple pricing and discount structures
- Develop rate categories for custom pricing
- Apply discounts by item, product, and quantity
- Manage future price increases and reductions

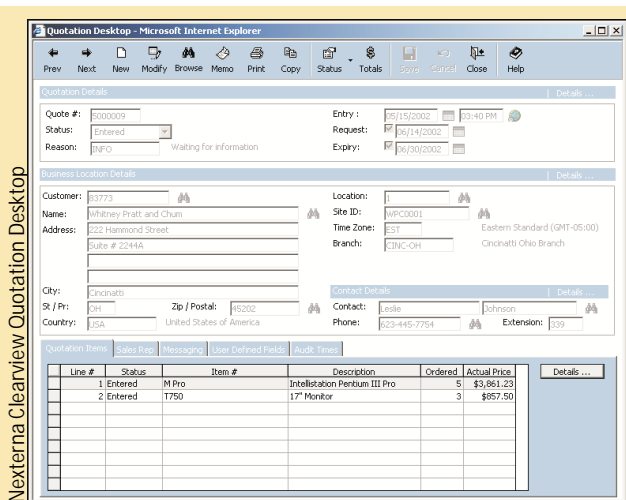
Quotes & Sales Orders

Quotes can be developed for existing customers, as well as prospective ones. Each quote features a built-in approval process and expiration date consistent with company business practices. Once approved, quotes are converted to sales orders with the touch of a button.

- Convert quotes to orders with a single key stroke
- Build-in expiration dates and approval requirements
- Automate cost allocations and commission splits

Picking, Shipping & Tracking

Picking, shipping, and tracking of product being sold will streamline the entire inventory logistics process. By centralizing inventory details, sales representatives are able to quote and sell items out of any stocking location.



At the creation of a sales order, items can be automatically allocated, or back-ordered if requested product is not available. Despite its automated capabilities, the process is flexible enough that items can be issued and serial numbers chosen at any point. Orders can be set to ship partial or complete, according to each customer's preference. All shipment details are recorded on the picking list and/or packing slip. Serialized items will be tracked in the Product Desktop and linked with the Ship To Customer Location on the Order upon completion of the shipment.

- Control inventory logistics
- Manage serial and lot controlled items
- Allocate items where you need them most
- Ship partial or complete orders
- Track shipments and serialized product
- Product tracking with warranty entitlements automatically applies

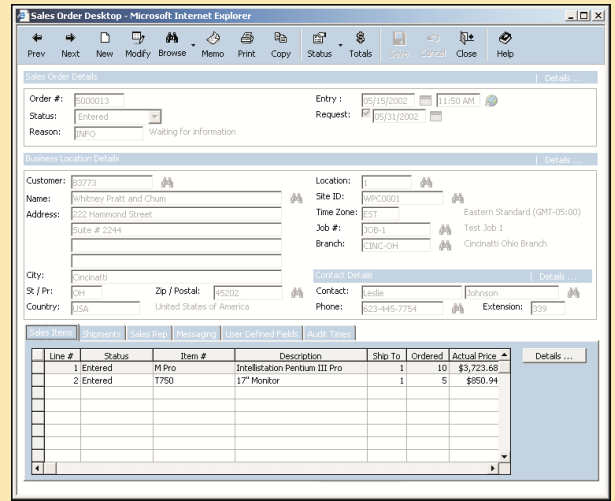
Billing

Sales billing is triggered by every shipment so invoices for partial or complete shipments may be generated. Optional consolidated invoicing by billing location or for customers with multiple sites, location level invoices can also be created. Invoices can be easily exported using our XML interface tool, Nexterna Clearview Link.

- Immediately bill for orders upon shipment or allow for consolidation on an invoice
- Generate invoices at the location level
- Easily export financial data

Benefits

The Nexterna Clearview Quotes & Sales Orders module provides advanced functionality for handling multi-level pricing, converting quotes to sales orders, managing shipments and billing customers. It provides universal access to key information, giving companies the ability to handle orders more quickly, improve shipping and billing accuracy, and deliver a higher level of customer service.



About Nexterna

In 2001 the first integrated Field Service Management application featuring GPS and Mobile Communication systems gave Nexterna its place as a 'best in class' business solution leader. We continue to develop, implement and support all Clearview software from our Burlington offices. Providing superior customer satisfaction, better workflow, morale and increased revenues is our common goal. In fact, with over 30 years of Service Operations Industry Experience we look forward to any challenges your team may present. At Nexterna we are reliable; we care, communicate and have a passion for exceptional service.

About Nexterna Clearview

Clearview's time tested and proven functionality is easily adapted to your specific Service Operations and Business Practices. Mobile Access, Route Optimization and Intelligent Automated Scheduling with Integrated Mapping and Graphical Dispatch Board. The Call Center, Integrated Knowledge Base, access to Service History and Asset Lifecycle Maintenance enable predictive performance. Efficiently manage Service Contracts with flexible billing capabilities, SLA measurement, Preventive/Scheduled Maintenance and a well-diversified Inventory Control system. Seamlessly integrate with GPS, Accounting Applications, Messaging and Calendar, Couriers, Vendors, and Taxing Software. Built-in Business Rules with KPI's visible through Financial and Operational Dashboards. Sales features facilitate visibility of Quotations, Rentals and Warranties so you can proactively manage Client and Prospect activity.

Learn more at www.nexterna.com