

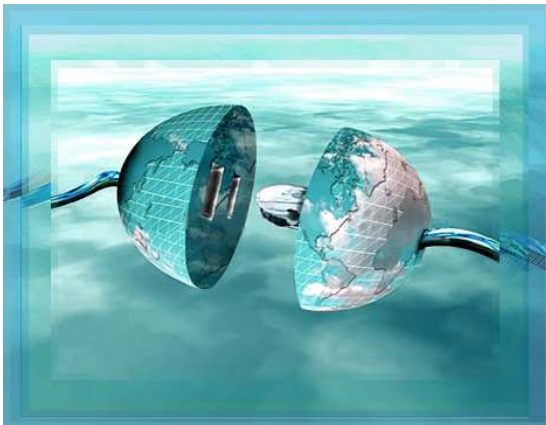
A Supply Chain

REVOLUTION

DATEX CORPORATION & SAGE SOFTWARE SLX

SalesLogix 6.2 For Customer Relationship Management

Datex Corporation, a leader in the development of Supply Chain Management systems, and Sage Software, a leader in integrated business management solutions, have partnered to bring customers a total solution for Customer Relationship Management. Just released, **SalesLogix 6.2**, delivers integrated sales, marketing, customer service and support automation solutions. SalesLogix is built with versatility to meet the unique needs of small and medium sized businesses.



SLX Features:

- Account and contact management
- Opportunity management
- Calendar and activity management
- Advanced outlook integration
- Sales process automation
- Sales forecasting and reporting
- Back office integration
- Windows, web and wireless

Solution:

Determine a CRM strategy that incorporates multiple back and front office data sources into one single data repository that will strengthen sales, customer support and service.

Results:

Obtained the SalesLogix CRM system that provides value and addresses the needs of all users, including marketing, sales and support professionals.

Testimonial:

"The biggest benefit from using SalesLogix is that each time we interact with our customers, we can access a complete customer view...Most importantly, our team has access to this info while on the road."

MIS Director, United Pipe and Steel



FEATURES AND BENEFITS

Product Benefits

- Increase productivity by automating key aspects of the sales cycle.
- Maximize team selling effectiveness with advanced sales tools and responses.
- Make informed, profitable business decisions based on accurate visibility into the sales pipeline.
- Increase sales with marketing, customer service, support and accounting.

Return on investment

- Reduces time managing customers, their transactions, purchases and inquiries.
- Reduces time assembling and consolidating sales forecasts.
- Improves lead distribution based on seller/reseller performance and progress tracking.

The screenshot displays the SalesLogix software interface for a contact named John Abbott. The window title is "SalesLogix - [Contact: John Abbott]". The menu bar includes File, Edit, View, Insert, Schedule, Write, Lookup, Tools, Outlook, Window, and Help. The toolbar contains various icons for navigation and actions. The main area is divided into several sections:

- Contacts:** A dropdown menu showing "Contacts".
- Contact Information:**
 - Contact:** John Abbott
 - Account:** Abbott Ltd.
 - Title:** President
 - Asst:** Ms. Jane Smith
 - Dear:** John
 - Address:** Suite 900, The Towers, 4206 North Grand Avenue, Chicago, IL 60643, USA
 - Shipping:** (Dropdown menu)
 - Owner:** Midwest
 - Acct. Mgr.:** Hogan, Lee
- Work:** (312) 555-7854
- Mobile:** (312) 555-1234
- Fax:** (312) 555-7545
- Home:** (312) 555-3543
- Other:** (Empty field)
- E-mail:** jabbot@abbot.demo
- Web:** www.abbot.com

Additional fields and options:

- Primary Contact for Acct.
- Authorized Service Contact
- Preferred Contact:** E-mail (Dropdown menu)
- Do not Solicit
- Cont. Type:** Decision Maker
- Acct. Type:** Customer
- Cont. Status:** Active
- Acct. Status:** Active

Activities:

Date/Time	Duration	User	Regarding	Category	Opportunity
9/17/2002	15m	Administrator	Dinner meeting		

Datex Corporation

Focused on empowering supply chain professionals, Datex Corporation is an international leader in logistics systems. By offering solutions that concentrate on visibility and control, we offer our customers tools which enable them to decrease logistics costs, increase productivity, and become fierce competitors in their industries. Committed to setting the standard for excellence, we pride ourselves on the level of personal attention and assistance we offer our clients.

