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Share capital €50.000 fully paid-up

“VAD.web”
Remote Sales.web



“VAD.web”
Remote Sales.web



Station Certificate

COMPUTER PROGRAM



THE STATIONERS' HALL REGISTRY
Registered No. 3115711, 26th July 1999

“VAD_{.web}” Remote Sales_{.web}

What it is

“VAD_{.web}” is the application software designed to solve all problems of companies working mostly on the outside for

- ✓ mobile sale and route accounting
- ✓ collection of orders
- ✓ insertion of estimates and offers
- ✓ requests of intervention and assistance



This instrument is the information link between the head office and the operator who works outside of the office.

All information in the head office are available to the seller and viceversa.

Through an “handheld terminal” equipped with a “local application” and its own “database”, this instrument makes the operator completely autonomous for any activity and in any situation, independently from the possibility of a connection to the “head office” that may be done manually or in a semi or automatic way according to the operator’s choice through

- ✓ direct connection (GPRS or GSM)
- ✓ “internet” channel
- ✓ “wireless” network
- ✓ Standard network, using the “cradle” of an handheld terminal”



From a technical point of view, this instrument allows

- ✓ the automatic management of connection/disconnection from the “internet”
- ✓ software’s auto-update
- ✓ a guided and automatic installation
- ✓ a guided configuration of user’s parameters
- ✓ the user of a password-protected database with the automatic restore/repair in case of error.



“VAD_{.web}”

This instrument performs the following fundamental functions

Remote Sales_{.web} ✓

real-time transmission (through “internet”, “GPRS”, “GSM” connection in function of the “coverage” or “wireless” connection or either a connection by the “network”) from the “operational system” (central processor) in the head office to the operator’s handheld terminal of all information he needs like

- “rounds”
- customer masters and item registers
- sale lists
- terms of sale
- sale compaigns
- availability of items in the warehouse of the head office
- accounting statuses
- customer reliability
- messages from the head office to the operator



in other words all corporate rules the operator needs to accomplish since the head office can check his work through them.

The first time the system sends all information about the operator and then just the changes in order to minimize times and volumes.

Whether the seller comes back to the head office or not, data transmission can be done by the “internet” or by “phone” (without coming back to the head office), by “radio” (in the head office and with wireless connection) or by the “cradle” (in the head office and with wired connection).



“VAD_{web}” Remote Sales_{web}



- ✓ optimization of operators' management of their customers. They are “guided” “locally” by the handheld terminal and its database that
 - suggests rounds
 - search for customers and delivery destination with “free text”
 - checks that the customer is reliable (this check is done not only at the beginning but for every line)
 - suggests the items that have been purchased by that customer first
 - search items for: group, supplier, description, code and “bar code”
 - displays the historian of purchased items with the last date of purchase also for destination
 - displays item search, last date and quantity purchased for item
 - displays all different lists enabled to the seller and the last price made to the customer for the chosen item
 - selects multiple items to add to the document
 - displays a picture of the item
 - displays both synthetic than analytic sale statistics about the customer
 - suggests prices and terms in function of the corporate rules (that can be changed if the user is authorized to)
 - manages “freebies”
 - disables the sale of items that are not allowed or not stocked in the “mobile” warehouse
 - management (insertion, change, graphic display, cancellation and print) of the order or documents of sale (document of transport or shipping documents)
 - manages reasons with the possibility of choosing sub-reasons for the document
 - displays a print preview
 - allows you to change the document
 - displays customers' “open stocks” and collects the related payments
 - allows you to receive deposits

- ✓ manage automatically “mobile” warehouses using
 - automatic load from the head office or from a point of supply
 - prompt update after the print of the document of sale
 - possibility of receiving “returns” from customers
 - possibility of loading/unloading the warehouse with goods received/delivered from/to another seller
 - consultation of the “mobile” warehouse
 - graphic display of the inventory
 - possibility of requesting the restore of the load both in function of sold items than for sale forecasts



“VAD_{web}” Remote Sales_{web}

- ✓ real-time transmission (through “internet”, “GPRS”, “GSM” connection in function of the “coverage” or through “wireless” connection or connection by the “network”) from the operator’s handheld terminal to the “operational system” in the head office of all collected information like
 - “rounds”
 - new customer masters or changes to the existent ones
 - customer orders (a validity check is done in the “head office” according to corporate “rules”) from where automatically the user can move to “customer orders in the head office”
 - documents of sale (a validity check is done in the head office according to corporate rules) from where the user can automatically move to invoicing or accounting and statistics
 - movements of the “mobile” warehouse
 - collections and deposits from where the user can automatically move to accounting
 - messages from the operator to the head office

Whether the seller comes back or not to the head office, data transmission can be done by “internet” connection or by the “phone” (without coming back to the head office), by “radio” (in the head office and with wireless connection) or by the “cradle” (in the head office and with wired connection).





“VAD_{.web}” benefits

Remote Sales_{.web} “VAD_{.web}” rationalizes all information activities outside of the office through and handheld terminal supplied to the operator, achieving a series of benefits like



- ✓ it makes the operator completely autonomous: the handheld terminal, equipped with a local application and its own database makes the operator completely autonomous for any activity and in any situation, independently from the possibility of a connection to the “head office” that may be done in a manual or semi or automatic way according to the user’s choice through
 - direct connection (GPRS or GSM)
 - “internet” channel
 - “wireless” network
 - standard network using a “cradle” of a handheld terminal
- ✓ no need of “data rewriting”: the handheld terminal supplied to the operator, collects all data that are no more written on a piece of paper so they can be transferred directly to the “central system”, with no need of a further rewriting by people in the head office
- ✓ no errors: the fact that the user does not have to write again data limits strongly final errors; the fact that the operator does not have to remember or leaf through lists, terms, payments and so on but they are directly suggested by the “handheld terminal limits strongly final errors
- ✓ no wastes of time: the fact that the user does not have to write again data limits strongly final wastes of time; the fact that the operator must not remember or leaf through lists, terms, payments and so on but they are directly suggested by the handheld terminal limits wastes of time since the beginning
- ✓ no costs for personnel: the fact that the user does not have to write again data avoids the need of people involved in such an activity
- ✓ no manual checks: the handheld terminal allows prompt checks on data collected by the operator like “price, terms, item not allowed and so on” the processor in the head office allows “checks on checks
- ✓ optimization of operator’s productivity: the suggestion of his rounds, of what has been already purchased” with the related “prices, terms, quantities, date and so on”, the “credit check”, the “list of collections”, the “deposits” and so on give more security in the operator who is less subject to errors or wastes of time
- ✓ dialogue with any operational system: the “data base” of the “handheld terminal” and any operational database in the company can exchange





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information in a bidirectional way, assisting times and results to both information structures

“VAD.web” makes easy operators’ job through a simple and effective structure that allows to

- optimize operational speed, check and information
- improve the service
- reduce costs



“VAD_{.web}” features

Remote Sales_{.web}

Principles followed in the design and implementation of this instrument are

- adaptability to different corporate realities
- it must be user-friendly
- information must be consistent

and they determine features like



- ✓ security: this instrument can be completely configured by the user in terms of administration of access policies
- ✓ transmission: whether the seller comes back or not to the head office, data transmission can be done by the “internet” or by “phone” (without coming back to the head office), by “radio” (in the head office and with wireless connection) or by the “cradle” (in the head office and with wired connection), the operator receives all information he needs
- ✓ “rounds”: the indication of the operator and the day allow the proposal of his usual round
- ✓ check of customer’s reliability: the definition of customer’s reliability by the company allows the operator to know, after he selects the customer, if he is out of credit. In this case a block can start and so all activities are stopped; this check is done also for every line of the document, in other words in function of the amount of the single line, if reliability is not confirmed a block can start and the document is stopped at that point, unless in both cases a collection is inserted and that makes space for a further sale
- ✓ suggestion of “only” the items purchased by that customer: through the customer historian the system suggests only items that have been purchased. This does not avoid the user to purchase other items that will be suggested next time. This function fastens up effectiveness and it avoids the user to “loose sales” since it allows the operator to “suggest” items whose need or habit may have been forgotten by the customer.
- ✓ sale statistics: the “customer historian” allows the operator to see sale statistics about the customer in a synthetic or analytic way for a business evaluation both of invoicing than for type and volumes of sold items
- ✓ suggestion of lists and terms of sale: the transmission of corporate rules like “lists and terms” of sale to the operator’s handheld terminal allows him to receive the suggestion of such information, that can be changed, during the insertion of the document, if he is authorized to; this feature fastens up effectiveness and it avoids possible errors



“VAD_{web}” Remote Sales_{web}



- ✓ freebies: the application on the “handheld terminal” allows the operator to manage the terms of promotional campaigns like “freebies”
- ✓ block in the sale of items that are “not allowed” or not stocked in the warehouse: the application on the “handheld terminal” checks and disables the sale of items that are not allowed or not stocked in the mobile warehouse
- ✓ availability of items in the warehouse of the head office: this instrument provides for the real-time connection with the head office in order to give the availability of items in the warehouse
- ✓ “mobile” warehouse: this instrument provides for the automatic load of the warehouse both from the head office than from a point of sale, the prompt update after the print of the document of sale, the possibility of loading returns from customers and to exchange items with other operators, the consultation and the inventory of the mobile warehouse and particularly effective the automatic restore of the load in function of what has been sold or upon request, in function of a sale forecast
- ✓ collections: the application on the handheld terminal allows the user both to see customer’s open stocks than to collect their related payments
- ✓ deposits: the application on the “handheld terminal” allows the user to receive and record deposits against documents of sale that have been issued
- ✓ messages and remarks: from the head office to the operator and viceversa as well as seller’s own remarks
- ✓ reception: whether the operator comes back to the head office or not, data transmission can be done by the “internet” or by “phone” (without coming back to the head office), by “radio” (in the head office and with wireless connection) or by the “cradle” (in the head office and with wireless connection). In the head office the seller receives all information collected by the operator on the handheld terminal
- ✓ automatism in the head office: from data collected by the operator’s handheld terminal automatism are activated like “rounds” that have been done, opening or changes of customer masters, statistics, customer orders, collections and deposits for the accounting and so on.



“VAD_{.web}” configuration

Remote Sales_{.web}

✓ platform

- operating system : Windows Mobile (pocket PC 2003 or higher) (for the handheld terminal)
Windows 2000/XP/Visa (UMPC) (for the portable terminal)
Windows 2000 (or higher) (for the server)
- database : Microsoft SQL compact edition 2005 (for the handheld terminal)
Microsoft SQLserver 2000 (o higher) (for the server)
- language : Microsoft.net 2005
- transmission : internet or direct remote access
- handheld terminal : Pocket pc 2003 (o superiore)
SQL compact edition 2005
PrinterCE SDK
- printer : infrared, Bluetooth™ and 802.11b wireless or LAN

