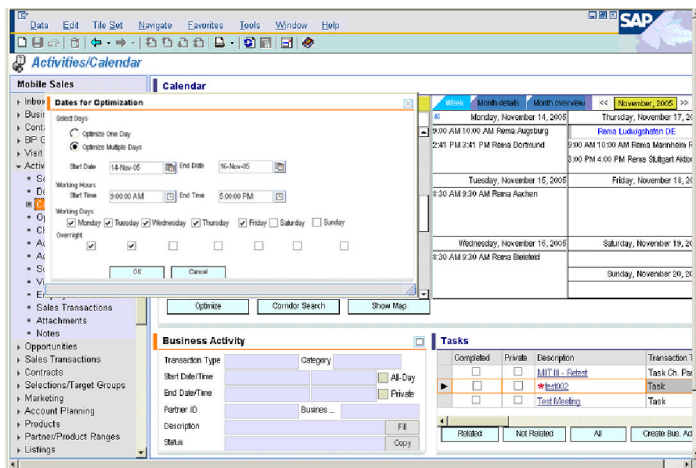


More time with customers and more sales calls per day: The PTV solution integrated as standard in SAP CRM 5.0 Mobile Sales empowers sales reps to locally optimise their scheduling on their laptops so they can enjoy improved sales call plans.

For your mobile sales force

SAP CRM 5.0 Mobile Sales supports your sales employees in accepting orders, checking availability, accessing customer information and monitoring sales orders. With the SAP solution, your sales force can enter customer details in the system so everyone in the organisation can access relevant sales data – from the office, at home or on the road.



Optimise routes with integrated PTV components

PTV integration in SAP CRM 5.0 Mobile Sales

Locally optimise sales call scheduling

If sales reps also use the PTV components integrated in SAP CRM 5.0 Mobile Sales, they can tap into vast resources for optimising their sales call schedule. At a push of a button, they can optimise routes and sales call sequences, find additional customers along the existing sales call route with the corridor search function and display maps and layout plans. One of the biggest priorities is convenience and user-friendliness: All features are self-explanatory and integrated right in the SAP CRM 5.0 Mobile Sales interface.

The features at a glance

- ▶ Address geocoding: The postal address is verified and then converted to coordinates.
- ▶ Visualisation of customer sites on the map
- ▶ Route calculation
- ▶ Automatic sales call and trip optimisation for one or more days (up to an entire week)
- ▶ Visualisation of the route on a map
- ▶ Detailed navigation description
- ▶ Corridor search to fill gaps in schedules: recommend customers already located on the existing sales trip route.

Considerable time and cost savings

For sales representatives, the PTV components integrated in SAP CRM 5.0 Mobile Sales represent an all-in-one solution that:

- ▶ Significantly reduces travel time and costs
- ▶ Allows more sales calls per day
- ▶ Increases productive time with customers
- ▶ Is easy to use
- ▶ Permits local sales call planning based on a centrally planned and recommended trip
- ▶ Is a safe investment that is not restricted to a particular release