



Sage SalesLogix Mobile | Product Brief

Full-Featured Mobile CRM at Your Fingertips

Extending Sage SalesLogix to smartphones gives your field force a strong competitive advantage that can help drive revenue and keep customers satisfied. Whether viewing up-to-the-minute account or contact history, details and status; checking inventory; placing orders; or resolving and closing service tickets on-site; SalesLogix Mobile gives your mobile sales and services teams the secure, instant access to vital customer information they need. And with critical time management features, field professionals can easily turn downtime into uptime by scheduling meetings and responding immediately to every opportunity while on the road.

Rich User Experience without the Learning Curve

SalesLogix Mobile sits as a fully-functional data-ready application on the smartphone device so that key Sage SalesLogix functionality is preserved and CRM data is always available. Users experience the familiarity that is Sage SalesLogix in a form that takes advantage of smartphone communications so users are quickly productive, comfortably working within a familiar mobile device environment. For example, time-saving features such as one-click dialing or e-mailing directly from a contact or activity record, adding notes or e-mails to Sage SalesLogix history, even getting directions using BlackBerry Maps—all can be achieved from within SalesLogix Mobile.

The Information You Need, How and When You Need It

SalesLogix Mobile can be tailored to meet the unique business needs of your mobile users. In addition to detailed contact, account, and opportunity information, the deep customization capabilities in Sage SalesLogix are extended to the mobile application. You have access to tables, pick lists, and other modified data fields, as well as a complete mobile development environment, to ensure that the solution works as you do.

BENEFITS SNAPSHOT

Get complete CRM on the go with real-time access to familiar Sage SalesLogix functions on the latest BlackBerry and Windows Mobile devices.

Save time with one-click dialing, e-mailing directly from contact or activity records, and accessing BlackBerry Maps for directions to the next customer meeting.

Improve customer service by accessing up-to-date customer, product, service ticket, and order information before meeting with a client.

Ensure rapid deployment with a centralized point of administration and reliable mobile user setup.



- SalesLogix Mobile provides critical customer information and productivity tools anytime, anywhere through BlackBerry and Windows Mobile devices.

Bringing Sage SalesLogix to the Small Screen

- Access, view, and update: account, contact, opportunity, activity, product, and ticket information; related service notes; and history while on the road.
- Schedule and track activities with a visual drag-and-drop calendar and convenient activity reminders.
- Issue and view related customer tickets and service history, and access immediate resolutions.
- Access BlackBerry Maps for location mapping from account, contact, activity, and opportunity screens.

Customizations Ensure SalesLogix Mobile Works the Way You Do

- Deep customization capabilities ensure the application meets the unique and changing needs of your business and mobile user community.
- Flexible and extensible customizations are easily created and supported through a simple drag-and-drop development environment.
- Access existing tables, extensions, pick lists, and other customized fields from Sage SalesLogix.

Secure Access to Your CRM Data – Anytime, Anywhere

- Online or offline access to large sets of CRM data through local data storage.
- Low impact, compressed incremental updates ensure fast and secure synchronization of CRM data and client application changes.
- One-click synchronization goes back to the Sage SalesLogix host database or remote client, or set up automated delivery/real-time synchronization.
- Inherent device security model and application password protects data integrity during synchronization.

Centralized Mobile Management for Technical Ease

- User Set Up and Install Wizards streamline and centralize the point of administration to rapidly set up an error-free mobile server environment without overextending your IT resources.
- User Dashboard allows administrators to view user technical and usage details as well as remotely retrieve device logs as needed for troubleshooting.
- Enable over-the-air deployment of SalesLogix Mobile to user devices using e-mail push.
- Native application development environment for the richest application experience for BlackBerry (J2ME) and Windows Mobile (.Net) preserves the common look and functions of the mobile device.

About Sage SalesLogix

Your highest priority is to grow your business, and your business tools should help you achieve that goal. Sage SalesLogix provides a complete view of customer interactions across sales, marketing, customer service, and support so your teams can collaborate and respond promptly and knowledgeably to customer inquiries and opportunities. With flexible access options, powerful process automation capabilities, and a highly customizable platform, Sage SalesLogix is a comprehensive solution that will help you achieve stronger sales and a more successful business, now and into the future.

About Sage CRM Solutions

Sage CRM Solutions is a portfolio of market-leading applications consisting of ACT! by Sage, SageCRM, and Sage SalesLogix. Over 63,500 organizations and 3.1 million users worldwide rely on Sage CRM Solutions to develop profitable, long-term business relationships.

The Datel logo consists of the word "Datel" in white, bold, sans-serif font, centered within a solid red square.The Sage logo features the word "sage" in a lowercase, green, sans-serif font.

Business Partner

A large version of the Sage logo, with the word "sage" in green, lowercase, sans-serif font.

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About Datel

Datel is Sage's largest Business Partner in the UK and is acclaimed as its leading systems integration specialist. Headquartered in Warrington, Datel also has offices in Leeds and the Netherlands employing a loyal team of over 140 highly-skilled people who look after its growing base of over 900 customers worldwide.

We specialise in:

- Sage ERP X3
- Sage 200
- Sage Line 500
- Sage ERP 1000
- Sage CRM
- SalesLogix

We also have our own in-house products which we have developed to integrate with, and sit alongside, Sage solutions. Known as Datel FUSION, the suite of products enhances and extends the functionality provided by the core Sage applications.

Datel looks after a broad ranging base of customers including those in the following sectors:

- Distribution
- Manufacturing
- Food and drink
- Chemical Processing

Typically they are mid sized companies who rely upon Datel to make the most of their investment with Sage.

We pride ourselves in our approach to doing business. We seek to know and thoroughly understand our customers and their businesses so, in turn, we can appreciate fully all of the issues and challenges they face. Only then can we presume to offer a solution that will make a real difference to the way they do business. Everything Datel does is guided by our belief in providing only the very best in customer service.

To find out more about our products and services, visit our website at www.datel.info