



Leverage Your IT platform and Get Real-Time Data to Reps and Agents

As a manufacturer, your success depends on your ability to build a strong partnership with Reps and Agents. You need to provide accurate, real-time sales information on pricing, products, shipping and invoicing. However, delivering superior customer service like this often requires innovative IT integration tools and services to improve the entire sales process. Fortunately, now you can do just that.

For starters, many Reps and Agents use **Multimicro Systems Sales Assistant** all day long to handle quotes, order entries, customer service, order and shipping status, as well as commission reconciliation. To leverage your IT platform with **Sales Assistant**, simply use our Services and we'll import your manufacturing data directly into it.

The benefit? Reps and Agents can continue to use the system they're already familiar with while you get to share your data in real-time for better customer service.

Maximize Your Productivity with Manufacturer Specific Integration Services

Our Integration Capabilities Help:

- » **Deliver more accurate part numbers and real-time pricing** - We sync your product configurator directly into our Quote and Order Systems
- » **Provide real-time pricing authorization** - We assign a manufacturing quote number per line item through RFQ integration with your manufacturing system. Don't just do an RFQ, actually reconcile the manufacturing returned prices on Sales Assistant to finish pricing the job
- » **Automate, coordinate and standardize the delivery of the Daily Order Status file** - We also provide real-time manufacturing order status, either hosted or integrated into Sales Assistant for fast and accurate customer service
- » **Configure Multimicro Systems' SYNC tool to share real-time factory status information** - Ideal for Agents who use Sales Assistant
- » **Provide electronic RFQ, EDI, real-time configurator access and Order Status**
- » **Allow Reps and Agents to import sales data** - They can import commission statements as well as reconcile invoices
- » **Give Reps access to your PDF Spec sheets** - They can use them with our *Spec Sheet Submittal System*

Created by software developers with more than 32 years of industry experience, Multimicro Systems Sales Assistant software easily integrates into your manufacturing host system. Discover how you can:

- » **Reconcile electronic commission statements automatically** - It's all done in Sales Assistant
- » **Automatically update electronic price files** - This includes expire logic
- » **Get real-time manufacturing order status** - Plus, fast, accurate customer service
- » **Output electronic data** - Then, get it into your factory system
- » **Write an RFQ that reconciles the manufacturer returned prices** - It's the easy way to finish pricing a job



MULTIMICRO SYSTEMS

The Leading Provider of Sales and Quotation Software in the Lighting and Electrical Industry

There's a reason why more than 1,000 customers and 3,000 users worldwide choose Multimicro Systems—we help manufacturers successfully manage a high volume business through their Rep/Agent network. Since opening our family business in 1984, we've become recognized as the leading quality software provider in the lighting and electrical industry.

Multimicro Systems Sales Assistant System (also known as The Cahill System) is backed by experienced staff of professionals who work hard to help you become a more effective sales organization. Each staff member has more than 10 years of experience in the lighting industry, which enables us to deliver a product and service that truly caters to your needs.

We partner with you—so you can better partner with your reps.

Featuring the most comprehensive and feature-rich software system for lighting and electrical manufacturers, Multimicro partners with you to provide:

- » Great value and lower prices
- » Original industry-specific software developed in-house by industry experts
- » Complementary web-based training; install and data conversion

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