

# Eclipse Mobile



## Product

Epicor® Eclipse™

## Capabilities

- ▶ Build and submit orders via a browser-based application accessible via the Internet
- ▶ Create and view sales opportunities associated with specific contacts and accounts
- ▶ View a sales dashboard of open opportunities and other sales performance metrics
- ▶ Track site visit notes with remote call log entry
- ▶ View reports from your Eclipse system

## Benefits

- ▶ Enable remote employees with mobile access to view customer information, item availability, and other important information in Eclipse
- ▶ Improve tracking of sales opportunities and site visit activity
- ▶ Increase sales with anytime, anywhere order entry

Eclipse Mobile enables your field sales team and other remote employees to be more productive by providing them access to view, create, and edit commonly used information in Eclipse, such as customers, contacts, items, orders and dates, AR, pricing, and location availability. Designed specifically to display on tablets and other mobile devices, Eclipse Mobile is a browser-based application, available wherever you have an Internet connection.

Eclipse Mobile simplifies information lookup with a single search field that scans all available data sets in the system—such as customers, contacts, and items—all from one screen. Use the mobile search to add items to a customer's shopping cart, or to copy an existing bid or order to create a new cart. Mobile shopping carts respect each customer's credit control and pricing settings. Employees can also attach line item comments, update pricing, and include shipping instructions. All of the information they need is at their fingertips.

51606132.0001 - PO# 7718992 Trump			
Bid			
Ship Date: 3/24/2008			
Bill To	Bechtel Corporation 450 North Michigan Ave CHICAGO, IL 60610	Ship To	Bechtel Corporation 123 No Outlet Dr. UNIVERSITY CITY, MO 63130
Price Branch	Waverly	Ship Branch	Waverly
Ship Via	WC WILL CALL	Source	
Order Date	3/24/2008	Required Date	3/24/2008
Primary Salesperson	Mark Artim	Secondary Salesperson	William Weiher_x1117
Qty	Description	Unit	Extended
75 ea	SWIRL-WAY RIAL TO WHIRLPOOL BATH - STANDARD COLOR	\$2,629.78 / EA	\$197,234.25
1000 ea	SCHEDULE 80 3/4 PVC SOCKET X FEMALE 90	\$0.62 / EA	\$620.00
1000 ea	6 PVC-SCH80 90 SOC ELBOW 3/555	\$8.98 / EA	\$8,980.00
80 ea	SWIRL-WAY RIAL TO WHIRLPOOL BATH - STANDARD COLOR *** SPECIAL ORDER ITEM ***	\$2,629.78 / EA	\$210,382.40
			Freight: \$0.00

*Remote visibility of open bids and their due dates on a mobile tablet device ensures that no rep misses their opportunity to win a deal.*

## Sales management

In addition to remote order entry and item lookup, sales staff can use Eclipse Mobile to better manage their opportunities and track activity from site visits. A salesperson dashboard reveals trending information about year-to-date actual sales compared to budgeted sales figures, with a view of the individual rep's opportunities, so reps always know if their performance is on target or not.



Eclipse Mobile improves sales forecasting by allowing the remote rep to update the opportunity amount, user-defined sales stages, and degree of confidence in winning the deal, providing more instantaneous and accurate information to their sales manager.

Whether on the phone or onsite with a customer, the sales rep can enter a call log based on a template with multiple call types that your company defines for all reps. Being able to report on call log activity provides the sales manager with a tool to better manage and track individual sales rep performance.

## Additional features

Eclipse Mobile is available as a single site license, so any number of remote employees may have access to information in Eclipse. The mobile application leverages your existing Eclipse authorization setup, so users have access to the same information in Eclipse Mobile as they do when using Eclipse.

In addition to the features previously outlined, Eclipse Mobile provides:

- ▶ Ability to send and receive Eclipse messages
- ▶ Warnings in the case of insufficient inventory
- ▶ Ability to use your phone's built-in e-mail and calling capabilities to call and e-mail from any page that displays e-mail addresses and phone numbers
- ▶ Access to customers' accounts receivable balances and ability to drill into aging bucket. Ability to manage all active Web connections to your Eclipse server; session management displays Eclipse Mobile, Web Commerce, and Web Integration sessions
- ▶ View of your up-to-the-minute business summary information
- ▶ Ability to edit the ship-to entity or simply override the address
- ▶ Ability to allow price overrides, respecting user authorizations
- ▶ And more!

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



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