



Xpedium has pre-configured several standard solutions which include a rich feature set of tested modules and workflows based on proven customer implementations. These Ready-to-Work solutions have both common and unique feature sets that can be rapidly adapted to your unique businesses processes.

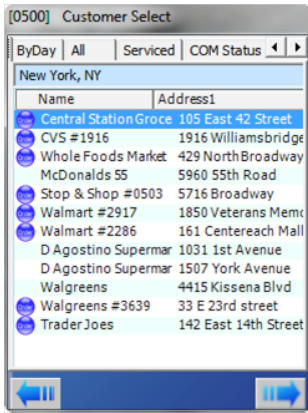


## READY-TO-WORK DSD SALES, DELIVERY & MERCHANDISING

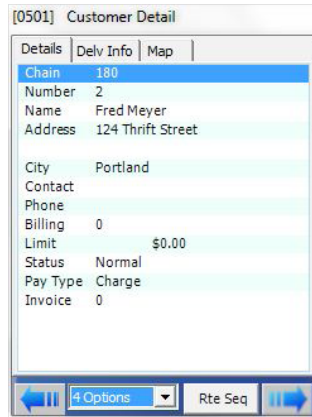
All Ready-to-Work solutions are supported by the Xpedium xLink Mobility Connector for integration into back-office ERP solutions as well as Xpedium vehicle tracking and vehicle information systems. Options such as wired or wireless communications, GPS, bar code scanning, thermal or impact printing, camera/imaging, RFID, and many other peripherals and web services can also be implemented. Xpedium currently offers Ready-to-Work applications for DSD Sales Delivery & Merchandising, Field Sales and Merchandising, Pickup and Delivery, and Inspections and Asset Management.

### **XMOBILITY SOLUTIONS | DSD SALES DELIVERY & MERCHANDISING.**

Xpedium accommodates multiple go-to-market strategies for companies in the fast moving consumer food and beverage industry. The xMobility Development Suite offers customizable workflows to support multiple product management and sales and delivery applications including Delivery, Pre-Sales, Merchandising, Vending and Sales Force Management in both company owned and independent distributor organizations.



Customer Select screen displays planned stop under the Today tab.



Customer Details screen shows confirmation of the selected customer ad details.

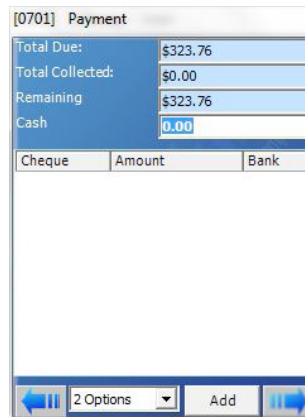
- ▶ Pre-sold order management, bulk delivery and combination pre-sold/peddle route.
- ▶ Container tracking and trade asset management
- ▶ Management of messages, customer service and merchandising objectives
- ▶ sophisticated performance driven pricing and promotions
- ▶ Bar code scanning, signature and document image capture for proof of delivery
- ▶ Rich set of report options, formats and printing (2", 3", 4" and 8.5x11")
- ▶ DEX, PO# and other chain invoice requirements including scan-based trading
- ▶ Automatic electronic document archive and web based retrieval
- ▶ Managed use of 802.11, GPRS/CDMA, Bluetooth and GPS
- ▶ Fleet management interface and AVL GPS tracking
- ▶ Rich set of multinational requirements supported

The Microsoft®.Net applications are Ready-to-Work, but also offer the flexibility for customization through the xMobility Development Suite. xMobility has a rich set of features developed over 25 plus years of live installation experience to address the nuances of various FMCG industry market segments including:

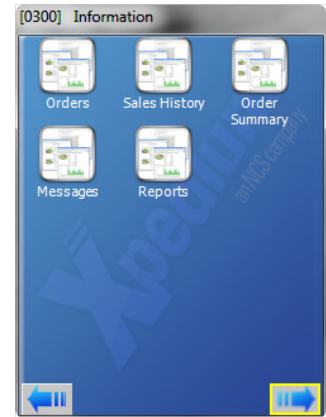
- ▶ Dairy & Ice Cream
- ▶ Full-line and Specialty Bakery
- ▶ Speciality Foods
- ▶ Snack Food, Candy and Novelty
- ▶ Soft Drink & Bottled Water
- ▶ Beer
- ▶ Wholesale Liquor
- ▶ Other

The xMobility DSD Sales Delivery and Merchandising Ready-to-Work application provides comprehensive functionality including:

- ▶ Company employee and independent distributor logic
- ▶ Load balancing, load by bay, and many other truck stock requirements
- ▶ Manual or automatic route and customer ordering including delivery history



When completing the sale, a payment can be made against the invoice or previous invoices.



The Information Menu provides standard and any custom reports required.

	XPEDIUM ROUTE SALES & DELIVERY	XPEDIUM MERCHANDISING	XPEDIUM PRESALES	XPEDIUM VENDING	XPEDIUM SALESFORCE
Login	✓	✓	✓	✓	✓
Messaging	✓	✓	✓	✓	✓
Load	✓			✓	
Order	✓	✓	✓		✓
Sales	✓			✓	
Returns	✓	✓	✓	✓	
Invoices	✓				
DEX	✓				
Cash Collections	✓			✓	
Route Settlement	✓				
Reconciliation	✓			✓	
Surveys		✓	✓		✓
Shelf Sets		✓	✓		
Scorecards	✓	✓	✓		✓
Tasks		✓	✓		✓
Objectives		✓	✓		✓
Competitive Intelligence		✓			✓
Price checks		✓			
Resets				✓	
Promotion Analysis					✓
Sales Analysis					✓
Forecasts					✓



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SOFTWARE THAT DELIVERS

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