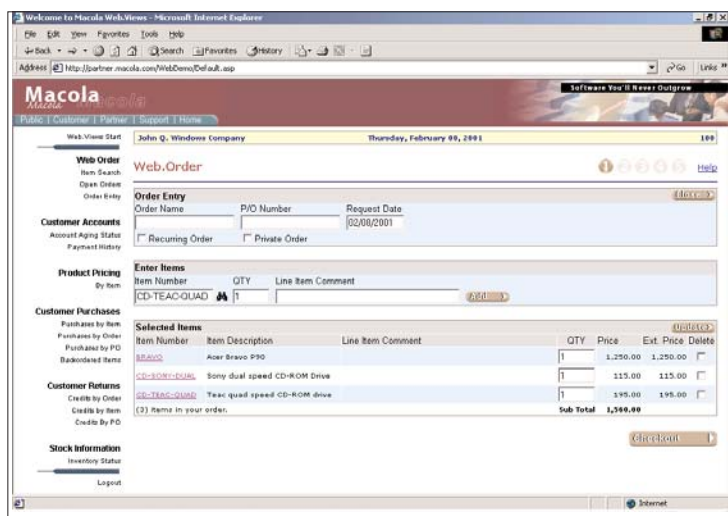


DO YOUR CUSTOMERS AND PARTNERS WANT TO DO BUSINESS WITH YOU ONLINE? PROGRESSION'S 7.6 WEB.ORDERS GIVES YOU WEB TOOLS THAT WILL INCREASE SALES, REDUCE ORDERING COSTS, AND IMPROVE CUSTOMER SATISFACTION. NOT ONLY WILL CUSTOMERS AND PARTNERS BENEFIT FROM THESE TOOLS, SO WILL YOUR EMPLOYEES. THEY CAN ENTER ORDERS INTO YOUR PROGRESSION SYSTEM ANYTIME, FROM ANYWHERE IN THE WORLD.



SEAMLESS INTEGRATION

Via the web, Progression's Web.Orders tightly integrates with your core back-office Progression Order Entry system. There is no re-keying or duplication of effort after initial entry. The business rules that you have defined for these customers, partners, and salespeople through your Progression ERP system are available through Progression's Web.Orders. These include:

- Customer specific pricing
- Tax calculations
- Freight calculations
- Currency translations

ORDERS OR QUOTES TO MEET CUSTOMER NEEDS

To simplify the repeat buying process for customers and partners, the navigation is streamlined yet powerful. A Master Order, or template, can be created to expedite the ordering process if these are repeat items. A Pending Order type is available to be used as an electronic message board where orders can accumulate without being committed to the back-office system. The user then has the option of processing orders as a batch into the Progression ERP system. Order types that facilitate the ordering process are:

- Quotes
- Orders
- Pending Orders
- Master Orders

SEARCH BY PRODUCT CLASS/ PRODUCT CATALOG

The system gives the end user the option of searching by the Product Class or Product Catalog. With a single click on the catalog or the product class, all items under that particular class or catalog are displayed. This makes the search for items powerful and easy.

Web.Orders presents your customers with a simple yet powerful interface that streamlines the ordering process and yet incorporates the business rules you would define for your customer.

Web.Orders presents your customers with a simple yet powerful interface that streamlines the ordering process while incorporating the business rules defined for your customers.

YOUR SALESPERSON ON THE WEB

Your customers want to shorten their ordering cycle and have the ability to order 24 hours a day, 7 days a week - from anywhere in the world. To support the ordering process, your customers want visibility into their orders, account, contract pricing, and product availability. This information needs to be available in real-time to make the right decision. Your sales staff and partners around the globe also want access to the same information with the ability to order through the web.

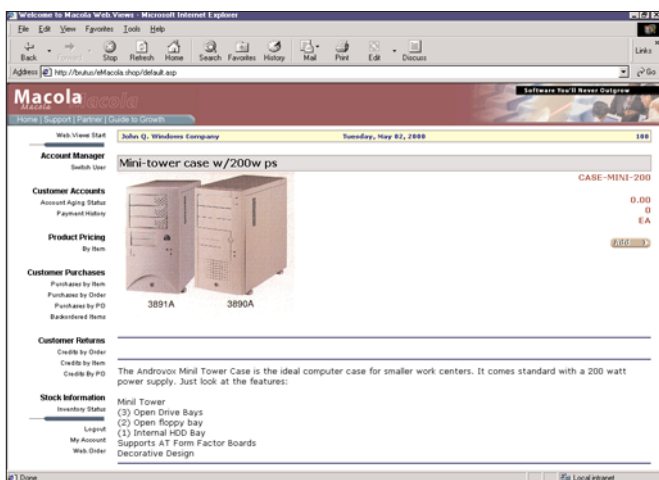
Progression's Web.Orders integrates your customers and partners into your internal ordering process, improving efficiency, reducing transaction cost, and increasing customer satisfaction. It is your salesperson on the web. Progression's Web.Orders is easy to use and guides you through the ordering process. In addition, Progression's Web.Orders integrates seamlessly with Progression's Web.Views, which provides a real-time look into customer accounts, order status, pricing, and product availability information to support the sales process.



ADD GRAPHICS OR SPECIFICATIONS

Graphics in a number of standard formats (.jpg, .bmp, .tif, etc.) can be defined in the back-office and presented to your customer through a variety of user-definable templates. This allows you to customize your web presentation for your audience.

Progression's Web.Orders can be implemented very quickly. This is possible because most of the required information is available within your Progression ERP system.



Your graphics and text can be customized to best meet the needs of your business and customers. You can choose from several available templates.

ORDER CONFIRMATION

Through online access to the back-office system, order confirmation is instantaneous. You can trigger an email message that is customizable and each customer can receive a customized message, for example an order acknowledgement. In addition to online confirmation and delivery dates, you can automatically trigger an email to the salesperson responsible for that customer for any follow-up.

Progression's Web.Orders knows where you are shipping from and to and will allow you to calculate freight based on the item's weight. All you need to specify is the method of shipment (e.g. UPS Ground, Next Day, etc.). Accordingly, you can present your customer with the full order price as it would show on their invoice, including freight and taxes.

SECURE ENVIRONMENT

Exact Software North America's recommended configuration for Progression's Web.Orders provides you with the required firewalls making it a very secure environment.

The Profile Manager within Progression's Web.Orders further defines and limits the access customers, partners, or employees can have to the functionality available through the web. For example, you may decide not to provide customers with a view into your inventory. This can be easily turned off using the security model. Maybe you want customer orders to be processed either real time or in batch mode. You can choose between the options to turn on/off batch processing.

TECHNICAL SPECIFICATIONS

Progression's Web.Orders runs on industry-standard Microsoft technologies. It is powered by Microsoft's Internet Information Server (IIS) on a Microsoft SQL Server database.

Once Progression's Web.Orders is installed, authorized users can access information via a standard web browser without any additional application software or remote databases.

MORE INFORMATION

For more information on how to put the power of Exact Software North America to work in your front office and mission critical back office, call today:

800.468.0834



Exact Software North America
800 Brickstone Square
Andover, MA 01810
Tel: 888.877.5126
Fax: 978.474.9317
Sales: 800.468.0834 ext 550

Boston, MA
Cambridge, ON
Columbus, OH
Houston, TX
Los Angeles, CA
Orlando, FL
San Francisco, CA

www.exactsoftware.com