



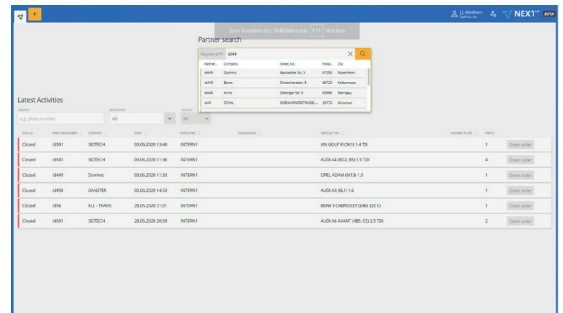
WHAT IS TELESALES SOLUTION?

Telesales is a TOPMOTIVE catalog solution especially made for telephone and counter sales. It enables fast customer information, efficient spare parts identification and effective order processing. The **telesales solution** is a dedicated catalog application between the wholesaler's ERP system and its customer. It provides the telephone or counter salesperson with all information centralized, reducing the use of multiple parallel programs and at the same time simplifies the entire ordering process.

WHICH FUNCTIONS DOES TELESALES SOLUTION PROVIDE?

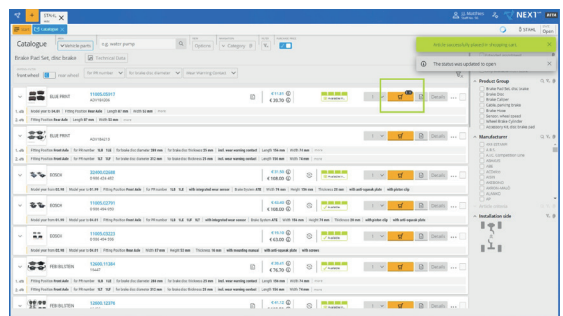
FINDING A PARTNER QUICKLY AND EASILY.

- + Connection of partner and customer data via TM Connect CIS interface
- + Various entry options in the identification of the customers
- + Counter sales through integration of collective customer numbers: fast processing of cash sales customers through collective processes



EDITING PROCESSES EFFICIENTLY.

- + Sales process possible directly after partner selection
- + Access to all already used product searches in the catalog
- + Direct transfer of the articles into the shopping cart and to the order process
- + Vehicle change within a customer possible
- + Change in partner details (e.g. shipping types, credit limit, all orders, delivery notes or invoices) at any time



CONTACT In case of further questions, feel free to contact our team:

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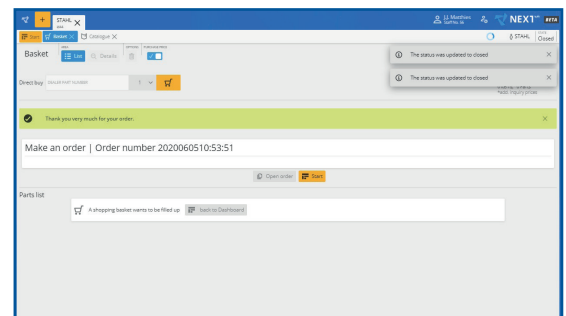
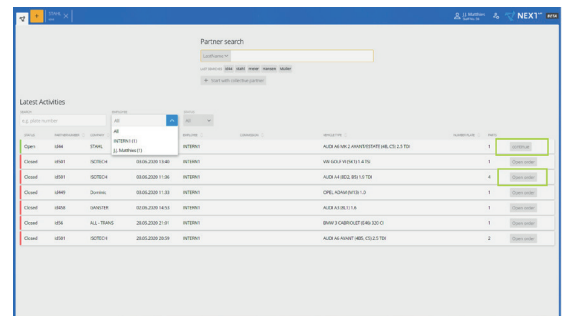


ORDERING IN AN UNCOMPLICATED WAY.

- + The optimized processes enable the telephone salesperson to order all desired article in the name of the customer with a few clicks
- + As soon as the salesperson transfers an article to the shopping cart, the status „open“ is assigned. The process cannot get lost and can be called up again at any time – without having to select the articles again

TRACING BACK ACTIVITIES.

- + Activities already created can be called up again, can be processed further or can be completed
- + The already completed purchases can be consulted directly with numerous view and filter options via the CIS connection



WHICH BENEFITS DOES TELESales SOLUTION PROVIDE?

- + A specially developed catalog solution only for the use of telephone and counter sales
- + Efficient sales processes by reducing unnecessary steps
- + Direct access to all relevant information
- + Direct partner search within the catalog including partner process
- + Changeover function of vehicles
- + Direct order
- + Cross-user and direct access to already created, open processes in order to process further or to complete

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