

# MiT**Ez**Sales **Mobile**®

*A Proven Enterprise Solution for your **Mobile** Work Force*



**AIDC Business Solutions Expo – February 16<sup>th</sup>, 2010**

# Company Overview



- MiT Systems, Inc. helps businesses reduce costs and streamline their operations through advanced mobile and business management solutions.
  - Initially focused on the Consumer Packaged Goods (CPG) Industry, MiT focuses on automating the delivery and data collection functions.
- Headquartered in Southern California since 1997, MiT has customers nationwide for more than 10 years.
- Management team has more than 50 years experience within the Consumer Packaged Goods (CPG) industry dealing with enterprise customers.
- MiT has partnered with AB&RFID to provide a total solution to their customers.
- Strategic Manufacturing and Telecommunication Partners:



- **Highly Flexible Solutions**

- We provide Enterprise, Distribution and Mobile solutions and their components to provide a complete solution to manage the mobile worker.

- **Developed in Modern Technologies**

- Solutions developed in .NET 2.0 utilizing SQL Server on the handheld and middleware and is Microsoft Certified on WM 6.1 (1 of a handful of certified solutions worldwide).

- **Hardware and Carrier Agnostic**

- Solutions can run on either Windows Mobile or Windows based operating systems enabling solutions that are hardware and carrier agnostic

- **Hosted and Non Hosted Licensing Options**

- Solutions are offered as a traditional Client/Server License or Cloud Computing Software as a Service (SaaS) that is available in English, Spanish and Mandarin.

- **Simple to Deploy**

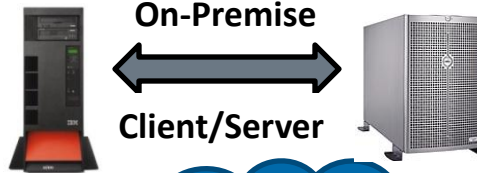
- Solutions are designed to expedite deployment time with limited training, while reducing the need for IT support and lowering the overall total cost of ownership.

# Solution Tools

## Enterprise Solutions



- Route Accounting
- Inventory Control
- Warehouse Management
- AR, AP & Financials



## Distribution Solutions



- Route Optimization
- Distribution Dashboard
- Fleet Loading



Inventory Control



Delivery



Sales Mobility



Field Service

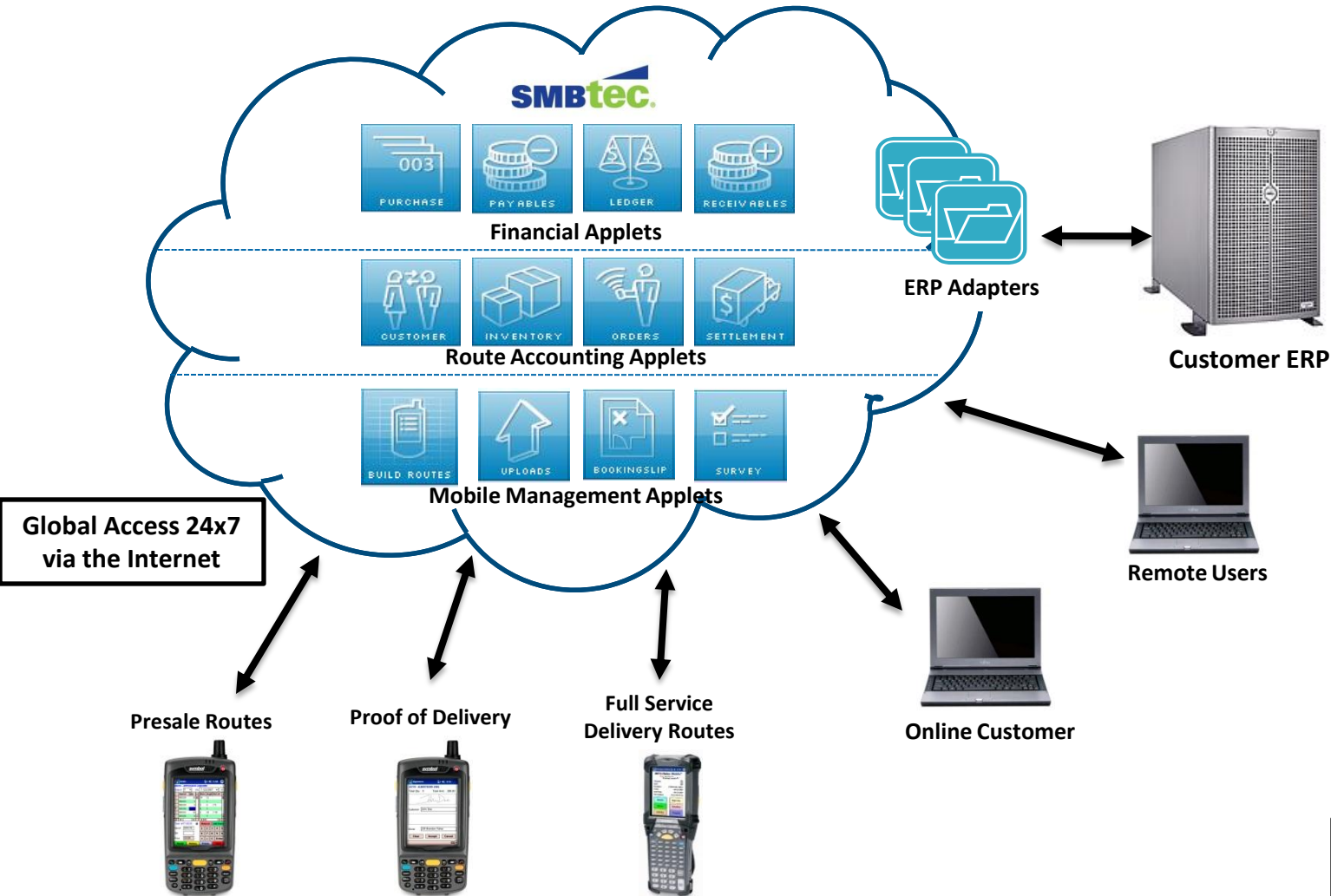
## Mobile Solutions

## Mobile Cloud Computing Solutions

Categories	Sales Force Solutions	Delivery Solutions			Field Service Solutions	Warehouse Solutions	
Products	Presales	Proof of Delivery	Pick up & Delivery	Full Service	Data Capture	Asset Tracking	Inventory Control
Functionality	Flexible Scheduling Options	Detailed delivery content option	Ability to change orders	Order and Invoice Creation Options	Merchandising	Asset surveys for multiple locations per customer	Driver Check-Out / Check-In
	Route book Level Data	Signature Capture	No Sale/Delivery reason code tracking	Ability to create and track POS signs	Record Service Time	Tracking by brand category	Lot Tracking and Inventory Management
	Multiple Inventory Location Support	Event tracking available via the web	Flexible A/R collection payment	Work Orders and Booking Slips	Track materials used for Service	Asset reports by customer	Check Inventory via a dashboard in Real-Time

Organizations can combine various functional roles within one environment or one application

# Solution Environment



**Communication Types**

- Wireless VPN
- Wan 802.11

\*\* Cloud can deploy multiple applications, languages & form factors



**Beverage/Wine & Spirits**



**Dairy**



**Bulk Home Delivery**



**Food & Produce**



**Bakery**



**General Merchandise/Retail**

# Sales Force Automation Solutions



- **Highly Configurable solution allows you to manage salesmen workflow**
  - Combine various sales features into one application
  - Control the salesmen workflow, but also provide flexibility for salesmen to move through the system as needed
- **Salesrep reports to view progress to sales goals**
  - salesmen or customer
- **Various data entry capabilities**
  - Order grid populated based on history
  - Bar code search or entry
  - RFID on enabled handhelds
- **Provide sales tools to salesmen or customers**
  - Salesmen – Enable them to quickly create orders and perform sales functions
  - Customers – Strengthen relationships with customers by allowing them to make orders through handhelds right from their floor

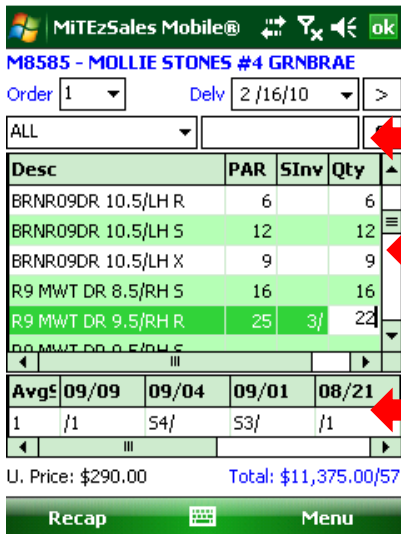


# Sample Field Sales Features



- **Inventory capture** - Quickly capture inventory for historical purposes or to be used in conjunction with generating orders (build up)
- **AR Review/Payment** – Empower salesmen to collect payments or resolve issues
- **Order/Return creation** - Quickly create orders using various tools which lead to the most efficient ordering process for your products
  - **Build up** – Create orders using par values and current inventory
  - **Sales matrix** – Create orders based on a quick matrix that displays like products with variations eliminating multiple clicks
  - **Bar code or historical entry** – Use bar codes or populate order based on historical purchases
- **Order status review** – Provide the status of recent orders at line item level
- **Merchandising** - quickly create display requirements that can be designed and set up by the merchandiser team (with Camera capabilities)
- **Surveys** – Capture survey information from the field of your products or competitive products
- **Signature capture, GPS & time stamping** – Know when, where and at what time all transactions are created

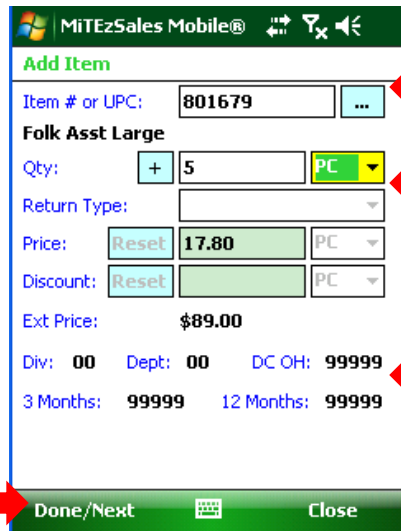
**Summary Order Screen with Build up**



**Key Features**

- Provide multiple item view
- Pre-populated based on history
- Quick entry of the order quantities
- Build up/Par ordering capabilities
- View inventory, sales history
- Quick filters
- Bar code entry to add or jump to items

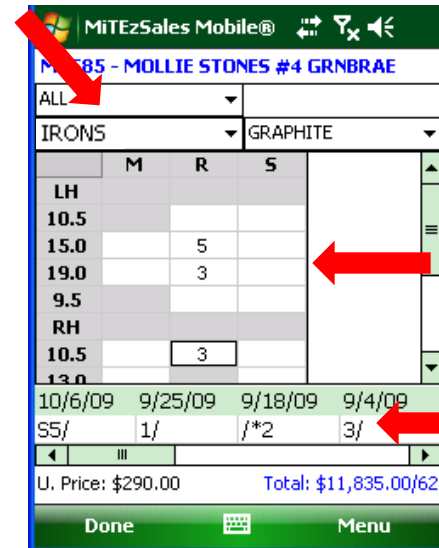
**Detail Order Screen**



**Key Features**

- Provide single item view
- Bar code, item entry, or populate based on history
- Provide detailed information on the product
- View inventory, sales history
- Walk through item list

**Sales Order Matrix (retail)**



**Key Features**

- Quick entry of multiple like items using a category based matrix
- View inventory and sales history
- Quick filters on categories
- Build up/Par ordering capabilities



# Field Sales Automation Benefits



- **Quicker order to delivery process**
  - Orders are received in real-time for distribution to process
  - Office staff do not need to rekey orders freeing them up for other tasks
- **Historic sales visibility to the salesmen for more accurate replenishment**
  - Minimize stock outs at the customer location
  - Maximize sales ensuring zero lost sales
- **Sales tools to show salesmen where they are and customers are against goals**
- **Visibility to salesmen tasks to ensure optimal efficiency**
  - Time stamping to be used to report on productivity
- **Better management of warehouse inventory from gained customer inventory visibility**
  - Customer inventory helps to forecast needed inventory and anticipated sales growths or drops at customer locations
- **Better understanding of competitors strategies at the customer level to ensure opportunities are not missed**
  - Competitor stock outs, price decreases, etc.

# Delivery Automation Solutions





# Flexible Tools to Increase Delivery Efficiency

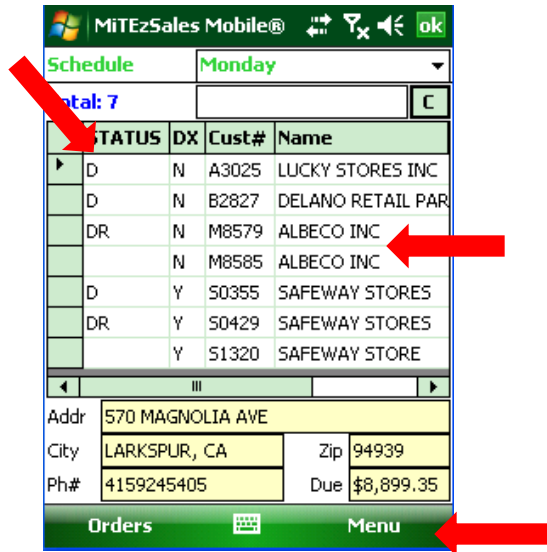


- **Highly Configurable solution allows you to manage delivery drivers workflow**
  - Combine various features into one application
  - Control the delivery workflow, but also provide flexibility for delivery drivers to move through the system as needed
- **Capture accurate invoices or manifests with signature capture**
  - Store the digital image for future fax or email or even make available through a web site
- **Track all inventory activities from the loading to unloading process**
- **Tie to MiT Enterprise or Distribution solutions for complete visibility**
  - Route optimization to optimize deliveries and minimize routes
  - Distribution dashboard for real-time visibility to fleet activities
  - Settlement dashboard for efficient route settlement

# Sample Delivery Features

- **Delivery and Return Changes** – Adjust delivery and return quantities at the time of delivery and print/email final invoice/delivery manifest
  - **Lot/Expiration control tracking** – track lots/expiration dates of delivered products to the customer for complete traceability
  - **Returns with reason codes** – track returns with reason codes
- **Surveys** – Capture survey information from the field of your products or competitive products (i.e. temperature of refrigerator)
  - **Quality Control Surveys** – Review current product lot/expiration control to ensure product is still in code
- **Signature Capture, GPS & Time stamping** – Know when, where and at what time all transactions are created
- **Track Assets at Customers** – Track assets left at and picked up from customer locations
- **AR Review/Payment** – Empower delivery personnel to collect AR payments
- **Enterprise and Distribution Solution Add-ons** – Add components of our enterprise or distribution solutions for a complete solution to manage your mobile deliveries
  - **Distribution and Settlement Dashboard** – Gain visibility in the complete delivery process for up to the minute status of deliveries and/or returns to allocate resources

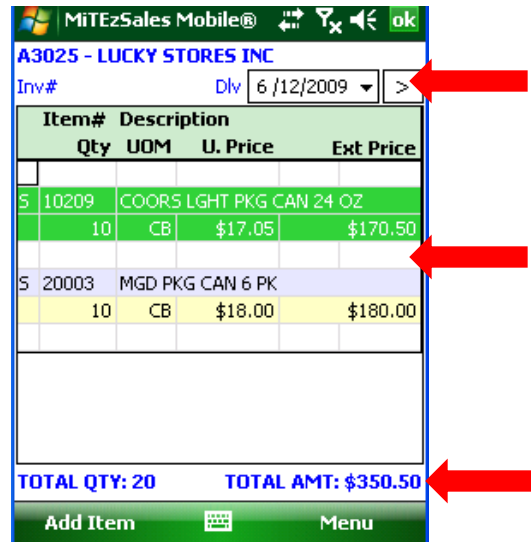
### Delivery Status Screen



#### Key Features

- Provides Delivery schedule with tasks to be performed
- Schedule sorted in delivery order
- Access to all customers for any unscheduled stops
- Reason codes for non stops

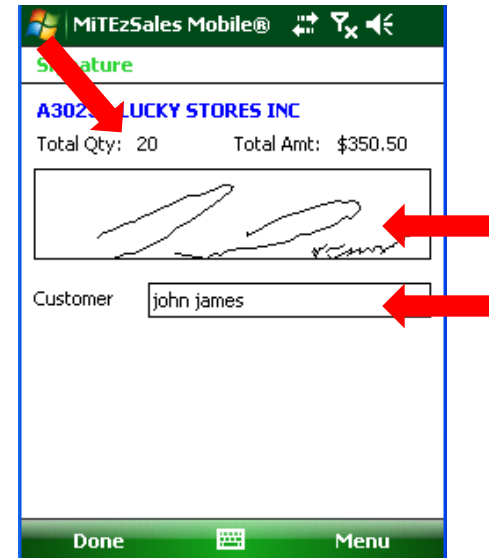
### Detail Delivery Screen



#### Key Features

- Provide Line item detail (1 or 2 line)
- Adjust deliveries on the fly
- Bar code confirmation
- Returns with Reason codes
- Dead counts for boxes delivered
- Delivery and invoice messages

### Delivery Signature

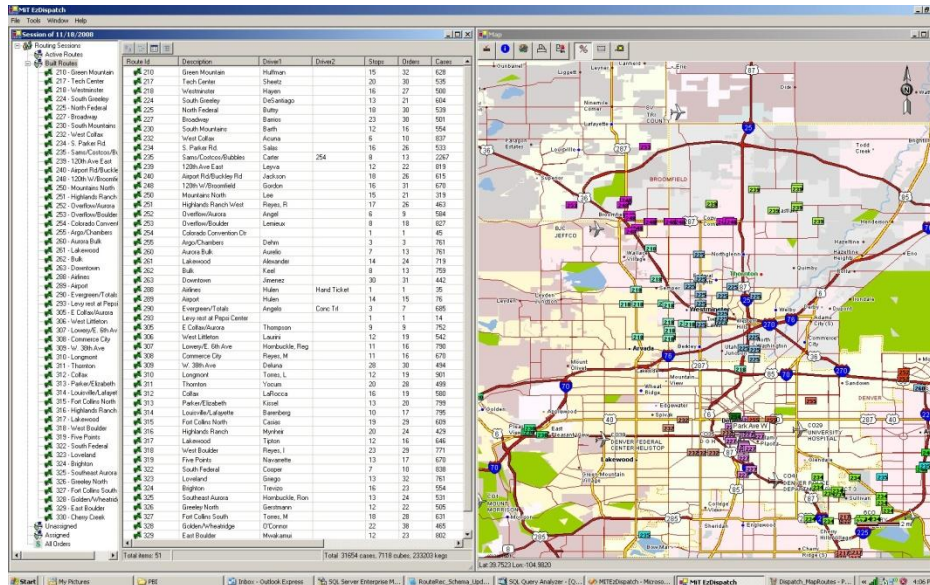


#### Key Features

- Summary of Delivery
- Capture Digital Signature
- Allow for the entry of the person accepting the delivery
- GPS capture of the delivery location and signature

- **Improved cash flow from quicker AR turn**
  - Accurate digital invoices are received right from the field
  - Office staff do not need to rekey delivery adjustments prior to invoicing
  - Ability to collect on delivery with up to date AR
- **Improved delivery efficiency**
  - Time stamping enables reporting of driver efficiencies
- **Better product visibility for quicker responses**
  - Lot/Expiration tracking speeds recall responses and minimizes over recall
- **Better visibility to delivery fleet for improved customer service**
  - Real-time access to delivery status for customer inquiries or delivery times
  - More efficient settlement of deliveries with electronic data
- **Better management of warehouse personnel based on visibility of delivery/returns**
  - Warehouse staff can be allocated based on product returns or unsold product
- **Delivery Schedule optimized based on loads, capacity, etc.**

# Real-Time Distribution Dashboard



MIT ERP Route Reconciliation - [LoadTruckForm]

Main Loads Report Window Help

1 Load List Truck Count 1 3

Load	Load Date	Reconcile Date	Status	Driver	# Stops	# Invoices	Gross Amount	Ttl Return	Ttl Cases	Ttl Eaches	Ttl Kegs
101	/29/2008		Count	Jeffery Steward	20	20	\$5,314.50	0	133	0	0
102	/29/2008		Count	Josh Gustafson	12	12	\$2,662.50	0	62	0	0
103	/29/2008		Count	Sara Oliver (R)	13	13	\$3,007.00	0	78	0	0
105	/29/2008	9/2/2008	Reconciled	Matt Diaz	17	19	\$5,468.60	0	136	14	0
111	/29/2008	9/2/2008	Reconciled	Kevin Flom	20	23	\$5,766.96	0	147	9	0
113	/29/2008		Invoiced	Shawn Bergh	19	20	\$4,672.10	19	139	1	0
198	/2/2008	9/2/2008	Reconciled		10	18	\$44.80	233	241	0	0
199	/2/2008	9/2/2008	Reconciled	Jim French	10	10	\$810.30	0	31	0	3
199	/3/2008		Invoiced	Jim French	4	4	\$30.00	0	29	0	1
199	/13/2009		Invoiced	Jim French	1	1	\$4,693.75	0	325	0	0
200	/2/2008	9/2/2008	Reconciled	Roberto Reyes	10	11	\$4,004.60	0	178	0	0
217	/2/2008	9/2/2008	Reconciled	Nick Sheetz	11	16	\$6,304.35	0	326	0	0
218	/2/2008	9/2/2008	Reconciled	Jamie Espinoza	14	19	\$6,456.40	0	366	0	0
220	/2/2008	8/20/2009	Reconciled	Tom Rettig	15	15	\$2,402.00	38	0	0	35
220	/3/2008		Invoiced	Tom Rettig	1	1	\$3,309.00	0	0	0	27
221	/2/2008	9/2/2008	Reconciled	Adolph Gonzales	20	22	\$4,921.00	43	0	0	60
221	/3/2008		Routed	Adolph Gonzales	0	0	\$0.00	0	0	0	0
222	/2/2008	9/2/2008	Reconciled	Shawn Bauer	17	17	\$4,445.00	68	0	0	61
222	/3/2008		Routed	Shawn Bauer	0	0	\$0.00	0	0	0	0
223	/2/2008	9/2/2008	Reconciled	Lucas Calvo	20	21	\$3,927.00	65	0	0	57
223	/3/2008		Routed	Lucas Calvo	0	0	\$0.00	0	0	0	0
224	/2/2008	9/2/2008	Reconciled	Les Cooper	11	13	\$4,464.31	0	258	24	0
225	/2/2008	9/2/2008	Reconciled	Joey Trujillo	16	21	\$5,166.81	0	283	2	0
226	/2/2008	9/2/2008	Reconciled	Daniel Velasquez	13	13	\$5,195.50	83	0	0	93
226	/3/2008		Routed	Daniel Velasquez	0	0	\$0.00	0	0	0	0
227	/2/2008	9/2/2008	Reconciled	Ron Hornbuckle	18	18	\$4,212.70	0	264	0	0

89 load(s) found. Search for >>

2  Reconciled  Counted  Invoiced  Delivered  Dispatched  Routed  All

Detailed Summary Invoices on Load Items on Load Delete Unbuild Recount Reset Reconcile

Welcome to MIT ERP! DB Conn(s): 1 ID: demo CDB: 1011010

- 1 Total days active routes are listed in summary for quick review
- 2 The status of each route as to where they are in their day is maintained. Using the status filter users can quickly view which routes are where in the process
- 3 The informational grid allows for users to set the key data elements that they want to track in summary by routes



# Screen Rendering Flexibility

MiTEzSales Mobile ok

**L7888 - LONGS DRUG #363/CVS #9947**

Order  Delv  >

ALL  c

Desc	Qty	SInv
COORS BANQ 6 PK LN	2	2/1
*COORS BANQ CAN 12 PK	3	3/2
*COORS BANQ CAN 18 PK	2	4/3
COORS BANQ CAN 24 OZ	3	4/2
*COORS BANQ CAN 30 PK	4	20/2
COORS LGHT 6 PK LN	6	13/1
COORS LGHT CAN 6 PK	7	23/4
*COORS LGHT CAN 12 PK	8	41/3
*COORS LGHT 18 PK LN	9	12/6
*COORS LGHT CAN 18 PK	10	14/4
COORS LGHT CAN 24 OZ	11	7/3
*COORS LGHT 20 PK LN	12	19/2
*COORS LGHT CAN 30 PK	12	18/1

U. Price: \$13.70 Total: \$1,320.75/116

Recap Menu

Same screen but the portrait and landscape accelerometer functionality provides a unique user interface and display

MiTEzSales Mobile® 4:33 ok

**L7888 - LONGS DRUG #363/CVS #9947**

Order  Delv  >

ALL  c

Desc	Qty	SInv	AvgS	09/14	08/24	08/17
COORS BANQ 6 PK LN	2	2/1	1			
*COORS BANQ CAN 12 PK	3	3/2	2		/*1	
*COORS BANQ CAN 18 PK	2	4/3	8	/*4	/*5	1/*3
COORS BANQ CAN 24 OZ	3	4/2	00000			

U. Price: \$18.00 Total: \$1,320.75/116

Recap Menu



# Overall Customer Savings



- Eliminate time spent juggling multiple systems and rekeying data
- Consistent process across all delivery activities
- Instant access to delivery information for issue resolution
- Centralized Access to delivery information and customer receipt signatures
- Reduce paper cost while creating a green work environment
- Expedite AR Aging and collection
- Improve productivity with secure anytime, anywhere access to their business systems
- **Improve the bottom line by reducing IT related costs**



# Contact Information



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# Questions?