

MAS 90 and MAS 200 Remote Salesperson

Frequently Asked Questions

What does the Remote Salesperson module do?

The MAS 90 and MAS 200 Remote Salesperson module is the tool your salespeople need to close a sale and serve your customers more effectively. Your team will be able to enter sales orders and quotes while on the road with their Palm OS handheld, saving time and ensuring accuracy. They'll also be able to view customer and inventory information, edit customer and contact information, and add new customers and contacts.

Do I need to purchase External Users Seats?

Yes. Each user utilizing one of our Remote Solutions (Remote Salesperson, Timekeeper Remote or Timekeeper Local) must be assigned an external user seat.

Are there any special hardware or software requirements?

Remote Salesperson will operate on any Palm OS device with the Palm OS version 3.x and above. Some of the devices are the Palm handhelds, Handspring Visors and IBM WorkPads. For MAS 90 and MAS 200 requirements, please see the Operating System Platform Compatibility Matrix on our Web site: <http://www.bestsoftware.com>

What modules are required for Remote Salesperson?

Accounts Receivable and Sales Order are required. Inventory Management is optional.

Is Remote Salesperson available for SQL Server?

Yes, Remote Salesperson is available for SQL Server.

How can I print my sales orders or quotes from Remote Salesperson?

With Remote Salesperson you can utilize the PalmPrint or SCS Print Server applications from Stevens Creek Software. These applications allow you to print orders and quotes from a Palm device to a compatible printer via serial port or infrared communication. For additional information on purchasing PalmPrint or SCS Print Server and a list of compatible printers, please refer to the Stevens Creek Web site at: www.stevenscreek.com

May I view my sales orders/quotes and customer modifications before I post to the Sales Order or Accounts Receivable modules?

Yes. If the setup options require approval, then the entries must be approved before the entries are posted to the modules. All entries first update to the approval files, but if setup options do not require approval, the status for the order, quote, etc., will come in as "approved" and will be updated when the approval register is printed.

What is the price of Remote Salesperson?

The suggested list price for the Remote Salesperson module is \$900. External User Seats are sold separately.

May I sync through a remote connection?

Yes. The ability to sync your Palm handheld device via a dial-up connection is a standard Palm OS function. You will need a wired or wireless modem connected to the Palm handheld device.

I have many customers and items that I need to use with Remote Salesperson. How can I determine if the Palm device will accommodate this information?

Download the Remote Salesperson Data Worksheet which will assist you in determining how much memory is required. The document is found on the Partner FileCenter.