

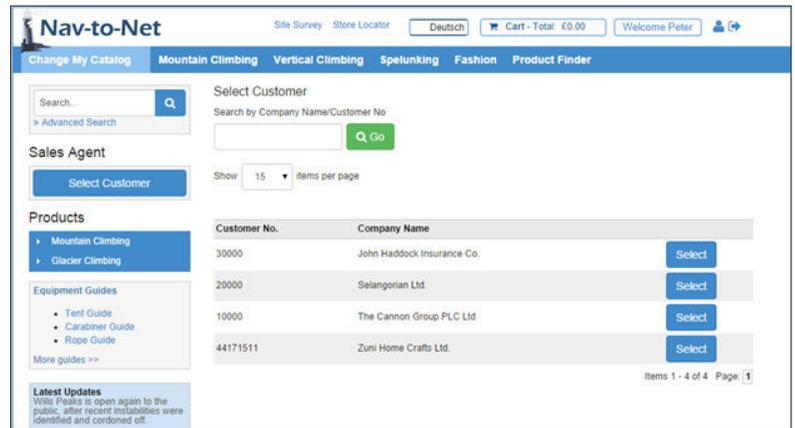
SALES AGENT PORTAL | NAV-TO-NET

Elegant e-Commerce Experiences Exclusively for Microsoft Dynamics™ NAV

Sales are an integral part of any e-Commerce business. Part of what makes a sales team successful is the customer relationships they are able to build – it drives sales and goodwill in any B2B e-Commerce scenario. To maximize the potential of any sales team, support them with the right tools and resources. Nav-to-Net™ Sales Agent Portals ensure visibility for sales activities and real-time status updates.

WHAT DOES A SALES AGENT PORTAL DO?

Sales Agent Portal is an extension of the Nav-to-Net™ e-Commerce solution designed to aid B2B sales teams forge better customer relationships. This portal allows sales agents to mimic the activity of their customer. Sales agents can browse, place orders and checkout on the customer's behalf as well as receive special pricing that only that particular customer would receive.



Selecting Customers in Sales Agent Portal

SALES AGENT DASHBOARD

The salesperson dashboard is where businesses can connect with their sales team and provide them with an interface to manage customer accounts. From this dashboard, sales agents can:

- Set up new accounts, usernames, and passwords
- View specific catalogs and pricing
- Modify billing and shipping information
- Set up favourites and wish lists for customers

Businesses can give permissions to what the sales team can or cannot do, all in NAV. Nav-to-Net™ also allows businesses to assign certain sales people to specific customers in NAV for better account management. Built-in document management tools easily modify any communications to be broadcast to the sales team. This is useful for welcome messages, reminders of seasonal promotions, or any updates to product information or pricing, to name a few examples.

CONVENIENT CUSTOMER WELCOME PAGE

The customer welcome page shows sales representative personalized recommendations as well as other popular items. Sales agents can update recommended products at any time they see fit to correspond with seasonal promotions, events, and more.

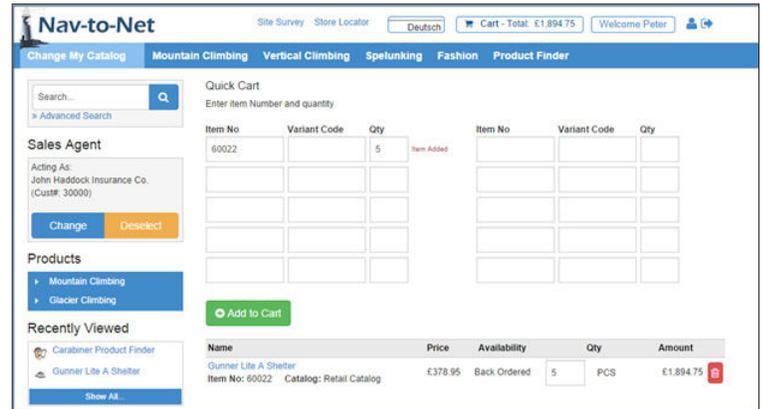


LEVERAGING NAV FOR SALES AGENT PORTAL

The web holding area gives visibility of order placements and the sales team activities. It is within NAV's core capabilities to set up commissions, targets, business logic, pull reports, and more. The integration is so tight between Nav-to-Net™, portals, and NAV that the information flows effortlessly between the systems, and always in real-time. See up to date reports for each customer such as accounts receivable, status reports, sales orders, and more.

CHECKOUT LIKE A CUSTOMER

Sales agents are able to use all customer preferences available to them including payment method of choice and the ability to add specific shipping instructions. Sales agents can also charge to the customer's account as an option. Features like Quick Cart and One Step Checkout Portal are also available for even more speed and convenience.



Nav-to-Net™ Quick Cart Option

With Nav-to-Net™ Sales Agent Portals, sales teams have the power and flexibility to do more with the right tools to manage customers while businesses can see the overall picture. Sales teams can also be managed as a whole instead of operating as separate individuals. This Nav-to-Net™ portal allows sales teams to share customer accounts, as well as see what actions are being performed by other team members. Ensure business is always operating based on correct and consistent information.

WHY CHOOSE NAV-TO-NET™ SALES AGENT PORTALS?

- See sales results faster. Operating under one integrated solution means greater visibility for any sales team, allowing them to move and act quickly with informed decisions
- Respond better to customers and act in their best interests
- Build customer loyalty, benefiting the business time and time again

Digital Vantage Point Inc. is the global leader in delivering cost-effective, integrated e-Commerce products and services to Microsoft Dynamics™ NAV customers and partners for more than a decade. They provide a superior and comprehensive solution to B2C, B2B, and B2E organizations. Digital Vantage Point is certified for Microsoft Dynamics™ NAV and a proud Microsoft Gold Certified Partner in Enterprise Resource Planning.



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SALES AGENT PORTAL