

# B2B ECommerce



The Internet has revolutionized the way companies do business.

## SALES GROWTH

- Quick confirmation of purchase orders provides delivery information important to your customer - without the help of the order desk - with 24/7 access.
- Maintains gross profit margins by automatically adjusting selling prices to reflect cost changes.
- Accuracy of product catalog information provides your sales staff with reliable pricing for quotes and estimates.

## SCALABLE & FLEXIBLE

- New suppliers and distributors can be added efficiently because of the use of flooring industry standards that are supported by major suppliers and software providers.
- Internet communications allow for a direct link between dealers and suppliers, eliminating costly van transaction fees.
- Dealers with sales in the \$3 to \$60 million dollar range have successfully implemented RFMS ECommerce solution.

## ADMINISTRATIVE SAVINGS

- Elimination of manual data entry to maintain product catalogs, process and fax purchase orders and enter supplier invoices.
- Quick identification of discrepancies between purchase orders, invoices, and receivers.
- Auto-preparation of invoices for inventory costing and posting to A/P.

## TRAINING & SUPPORT

- Full-time help desk support, detailed on-line help documentation and complete user manual are standard.
- Web-based and on-site training available.



## AUTOMATE COMMON TASKS

- Transform your daily transactions with B2B ECommerce in the following areas:

**Purchase Orders, Inventory Receipts, Supplier Invoices, Supplier Product Catalogs**

With the right software solution and training, web based ECommerce (EC) solutions allow both small and large companies to slash administrative transaction costs, increase accuracy and speed and boost customer service.



## Measure

### Takeoff Estimating Software



RFMS Measure combines advanced mathematical computations with easy to use software to create the most amazing takeoff estimating software on the market. A built-in "Interview" process is designed to take both novice and experienced estimators through creating the most accurate and detailed estimates possible. If you estimate and bid jobs, take a look at RFMS Measure today.

- **Tile Editor for creating tile patterns**
- **Interview Wizard for quick project entry**
- **Project Manager window**
- **Stairs, walls & borders**
- **Easy patterns and alignments**
- **Tract home with room cost analysis**
- **Seam management & cut placement**
- **Detailed seam & cut reports**
- **Easily generate estimates & bids**
- **Built-in pre-drawn room shapes**
- **Advanced drawing tools**
- **Integrates with RFMS Products**
- **Integrates with RFMS In-Home solution**



## In-Home Solution

### Remote Order Entry Software



RFMS In-Home Solution allows you to process orders, take payments and print receipts without being connected to the main RFMS system. This is a perfect solution for sales or estimating professionals who need to process orders while on the job site or in the customers home using a laptop computer. Orders entered into RFMS In-Home Solution can be emailed to the home office and easily imported into RFMS Order Entry.

- **Imports projects from RFMS Measure**
- **Post customer payments**
- **Print customer invoices / receipts**
- **Add additional line items not in Measure**
- **Integrates with RFMS products files**
- **Email order information to office**
- **Exports customer orders to Order Entry**
- **Use on Laptop computer off-site**
- **Calculates sales tax**



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# Business Management System



## ORDER ENTRY

RFMS Order Entry is the heart of the RFMS Business Management System. From a single customer order, these automatic postings are made: sales commissions, service/installation charges, sales/use tax, inventory, general ledger, accounts receivable and jobcost analysis. Why spend your time entering the same information again and again? Let RFMS Order Entry increase productivity in your business.



## QUOTES

RFMS Quotes provides the easiest way to manage quotes and create professional bids. RFMS Quotes is interfaced with the Products module ensuring fast, consistent product and price information. Since Quotes is interfaced with Order Entry, you can quickly turn a sales person's quote into a customer order. Passwords may be used to determine who should turn quotes into contracts, you still maintain control.



## PRODUCTS

RFMS Products reduces data entry time, maintains consistency and creates the highest level of control. Information stored here may be imported into the job/project/sales order, the purchase order, and inventory receiving. Customizable formulas are available to compute selling prices from factors such as costs, freight, installation and more. Automatically update product information from electronic supplier files either through RFMS ECommerce or RFMS Import routines. Private labeling is a snap!



## INVENTORY

RFMS Inventory and Purchase Orders give you peace of mind. In the flooring industry, inventory management and purchasing control is a critical aspect of any successful operation because of the large capital investment required. The Inventory and PO modules integrate with the RFMS Products module for current, reliable pricing & cost control. Standard features include Auto PO Generation (centralizes purchasing), barcoded inventory tags, and multi-location inventory management.



## ACCOUNTING

RFMS Accounting includes General Ledger, Accounts Payable, Human Resources, Accounts Receivable, Banking, Commissions and Sales Analysis Reporting. A built-in Management Report combines all critical financial areas of your business for instant, up-to-date decision making. Enjoy a full range of features that assist you in improving your cash flow and profits: professional looking statements, detailed financial reports, easy check writing, customer account lookup and much more!

## Schedule Pro

### Installation Scheduling Software



With industry specific tools and features at your disposal, you'll quickly be able to schedule and track jobs and crews. Schedule Pro is built to completely integrate with the RFMS Order Entry module (although not required), allowing you to measure productivity and increase your customer service. Schedule Pro keeps up with your crew, installation depot and daily capacities so you don't have to worry about over-booking.



Software Feature Comparison	Book	White Board	MS Office Products	Other	Schedule Pro
Security - control who can access your schedule	✓		✓	✓	✓
Can be viewed by many simultaneously		✓	✓	✓	✓
Drag and drop re-scheduling			✓	✓	✓
Electronic backup			✓	✓	✓
Generates printed reports			✓	✓	✓
Multiple views of schedule (grid, calendar)				✓	✓
Crew contact information					✓
Ability to set skill levels of crews					✓
View schedule by job type or by customer					✓
Tracks who changed schedule and when					✓
Integration with RFMS					✓
Auto-calculation of installation capacities					✓

## Bid Pro

### Proposal & Bid Software



Bid Pro guides you through the bidding and estimating process by allowing the entry of estimates and estimate templates. Templates eliminate the need for duplicate and time-consuming data entry. Use this powerful tool to increase your bidding productivity and in turn, increase your profitability. Bid Pro is well suited for Multi-Family and Tract bidding.

- Eliminates the drudgery of hand bids and estimates.
- Become a "Bidding Pro" instantly.
- Point & Click commands decrease bid preparation time.
- Unlimited users on your network.
- Accommodates Overhead and other cost factors.
- Integrated with RFMS Order Entry and RFMS Products.
- Import existing estimates from RFMS Legacy (DOS) program with no data entry required.
- Quick proposal building with various line and estimate copying options.
- Ability to have allowed and actual quantity pricing - great for builder oriented companies.



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