CONTROL *for Mobile Phone Dealers*

- Easy processing of phones sold on a promotional package or usage plan

- Operators can be prompted for add-on sales such as insurance, WAP, etc

- Integrated EPAY System

- IMEI Number and Serial Number Tracking

- Complete Inventory Management

- Rebate Management

- Store Replenishment and Purchase Order Control

- Repair Control

- Loan Phone Handling

- Merchandising and Sales Performance Financial Management

CONTROL for Mobile Phone Dealers

CONTROL is a fully integrated retail management solution with specific features to meet the needs of Mobile Phone and Telecommunications retailers.

CONTROL will reduce your paper work, increase the efficiency of your business and make more productive use of your staff. The result - **increased profit**.

Included in the package are fully integrated modules to handle all facets of point-of-service, merchandising, sales & profit analysis, replenishment and stock control, as well as accounting and financial reporting.

Below is a summary of features included in CONTROL for mobile phone and telco retailers listed under the following headings:

- Special Mobile Phone and Telco Features

- Dealer & Corporate Sales

- Point of Service

- Other Store Functions

- Head Office Control

- Merchandising & Performance Management

- Replenishment & Inventory Management

- Stocktake

- Integration with Accounting Modules

Special Mobile Phone Dealer Features

In addition to all the standard features you would hope to find in a package of this nature, we have addressed all the special needs of mobile phone and telco retailers including:

- Easy processing of phones sold on a promotional package or usage plan.
- Operators can be prompted for add-on sales such as Insurance, WAP, etc.
- Complete Inventory Management including tracking of individual phones by IMEI Number
- Rebate Management
- Integrated EPAY System
- Bill Payment Facilities
- Repair Control
- Loan Phone Handling
- Simple Store Replenishment and Purchase Order Control
- Merchandising and Sales Performance
- Financial Management

Dealer & Corporate Sales

Customer Orders can be created specifying phone models and the quantities required.

After the phones have been picked, the details of the individual phones can be added to the customer order before producing the delivery docket and/or invoice.

Point-of-Service

- Fast and simple operation using barcode scanning or keyboard input.

- If a phone that is being sold can be sold on a usage plan, the operator is prompted with a list of currently available plans and/or promotions for that phone. The plan chosen automatically determines the selling price, plus rebates, contract length, etc.

- The sale of a package (phone plus battery, case, etc) is handled easy and accurately.

- Operator lead-through for recording customer details, phone and SIM number, etc.

- Automatic calculation of contract and warranty expiry dates based on the chosen usage plan.

- Integration with the EPAY system for fast processing of pre-paid recharges.

- Prompting of the operator for add-on sales applicable to the item being sold, e.g. WAP, Insurance, etc.

- Can record Trade-in details.

- Extensive Repair Control facilities.

- Stock enquiries, including stock availability in other stores, can be performed during a sale.

- Promotion & Markdown prices can be entered in advance to take effect on a nominated date.

- The Customer Information can be used in Loyalty Programs and Marketing Campaigns

- Ability to suspend a transaction, perform any other functions, then recall the suspended transaction for completion.

- The ability to override selling prices can be restricted by salesperson.

- Requests for rebates from suppliers are generated automatically.

- Customer bill payments can be processed, with the operator prompted to enter each item of information that is required by the billing system.

Other Store Functions

The Point-of-Service workstation can be used as a back-office workstation, allowing users access to any other part of the system to which they are authorized: for example, recording stock receipts, stock transfers and stocktakes.

- Optional ability for partial pickups and to add items to an existing lay-by.

- The lay-by docket includes the lay-by completion date and the calculated minimum weekly payment, and can include complete lay-by conditions

- Stock enquiries, including stock availability in other stores, can be performed during a sale.

Head Office CONTROL

Stores can be on-line to a central server or they can operate stand-alone and be "polled" from the central server on a regular basis.

If the stores are on-line, then the consolidated data is always up-to-date. If the stores are polled, then the data on the central server is as at the most recent polling.

Head office functions can include comprehensive merchandising and performance management, inventory control, replenishment management, accounts payable, accounts receivable and general ledger including financial management reporting. **Any of these functions can be available in the stores also**.

Merchandising & Performance Management

- A comprehensive array of sales reports is available by store, category (department and sub-department), brand, salesperson, promotion/plan, and stock item.

- Gross Profit calculations include rebates.

- Sales by hour reporting can be used to review staffing levels.

- All sales reports have a range of options that greatly assist merchandising and performance management.

Inventory Control

Serial number tracking
- Any serial numbered stock item can be tracked individually and by product/model.

There is no limit to the number of items that can be tracked by the system.
- Performing an enquiry by entering an IMEI or serial number on a database with 1 million records will produce the required record instantly.

Simple receipting of serial numbered stock
- Stock receipts of serial numbered items are achieved by simply entering the code of product/model, the quantity received and then scanning the barcodes of the serial numbered items – a very simple procedure. This receipting process creates a record for each serial numbered item.

Data Integrity
- CONTROL ensures that the quantity on hand for a serial numbered stock item is only either zero or one.

Easy Tracking
- After a mobile phone has been sold, it can be found/tracked by either it's IMEI number or it's phone number or even the number of the SIM card supplied with the phone.
- All transactions related to each an individual phone can be seen in an enquiry on the phone. Transactions can include the original stock receipt, transfer from warehouse to branch or between branches, the original sale, a return for repair, etc.

Loan Phone Tracking
- CONTROL can maintain a list of available loan phones.
- Details of loan phones issued, including deposits taken, can be reported on.

Reporting
- Serial numbered items can be reported on in total or by stock location (warehouse, store, etc)
- An easy-to-use report writer allows customised reports to be generated and ad-hoc queries to be answered.

Replenishment and Merchandising Management

- Various replenishment methods, including max/min, sales trends and open-to-buy.

- Depending on your business practices, orders can be generated centrally for any selected store or group of stores or orders can be generated by a store for its own requirements.

- Promotional prices can be entered in advance for sales starting on a particular date.

- CONTROL provides simple-to-use inter-location transfer facilities with comprehensive transfer reconciliation, for optimum use of your stock investment.

Physical Stocktake

Accurate recording of all sales and stock receipts significantly reduces the need for physical stocktakes. However physical stocktakes are still important to monitor stock shrinkage.

CONTROL has a comprehensive stocktake module with many features including:

- provision for both full and cyclic stocktakes
- stocktake counts can be recorded with a portable data entry unit (PDE)
- trading can continue while the stocktake is being finalised

Integration with Accounting Modules

All the above modules integrate with complete accounting and financial reporting modules, designed to meet the needs of multi-location organisations.

CONTROL - meeting the complete needs of Mobile Phone and Telco Retailers