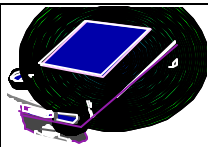




International Business Machines Corporation



IBM Mobile Delivery Solutions

IBM is pleased to announce the latest in route automation technologies

IBM Track & Trace

With IBM's newest Mobile Delivery Solution, all of your sales, delivery, and route accounting needs are enhanced with the automation of your complete order and delivery process - reducing the need for stacks of paperwork and redundant data entry!

IBM's Mobile Delivery Solution Track & Trace is software designed and optimized for the handheld environment, so your drivers and sales reps have an intuitive, easy to use, and functional system allowing them access to customer information, product and ordering information, invoice adjustments, product returns tracking, inventory control, and more!

The product is designed to help you:

Improve Customer Service

Improve Employee Productivity

Accelerate Billing Cycles

Track Items Through Supply Chain

Reduce Labor and Paperwork Costs

Improve Employee Decision Making

Improve Data Accuracy

421.23 Normal DC->REP

DC->Rep Review History

REF # 12345

PROD 0107 QTY 30 Prod Line

PROD	DESC	QTY	TRK
0102	Prod #2	0	0
0104	ABCD #4	0	-2
0105	Prod #5	50	0
0106	XYZ #6	0	23
0107	Prod #7	0	-25
0108	Prod #8	0	0

Total Cases 50

VOID CLEAR ENTER



International Business Machines Corporation

Sample Inventory Transfer Screen

Through the full automation of your sales and delivery processes, Track & Trace will allow your employees to provide more accurate information to your customers, and decrease the amount of time involved in paperwork, invoice adjustment, and settlement processes.

Modules include:

Customer Information / Data
Invoice Modification
Customer Credits / Returns
Inventory Control

Order Creation / Modification
Promotions/Pricing
Dynamic Invoice Printing at Site
Vehicle Tracking

IBM's Track & Trace has many handheld platform options including Palm Pilot, DOS, Windows 95 / 98 and Windows CE devices.

Track & Trace interfaces to your back end accounting, billing, inventory, and order entry systems to provide you with immediate data transfer direct from the field via wireless communication or via batch processing through docking or dial-in at the end of the day.

IBM offers the full range of services associated with a Mobile Implementation, including installation, deployment, custom services, and support.

IBM's Track & Trace runs on many industry handhelds, such as those shown here:



Platform options include:

Palm Pilot
DOS
Windows 95 / 98



International Business Machines Corporation

Windows CE

Sample Screens from IBM Track & Trace:

301.23 Customer Selection

Define Route Add Customer

CUST # 076541

R	CUST #	Name
0	226819	A CUST#1 NC1 #1
0	155464	A CUSTOMER#2
0	189298	ANY CUST#3 #2
0	070800	ABC Customer -E
0	076541	A Customer#5 -R
0	267044	A Next Cust -ORL

Week A Week B ALL

VOID EDIT SELECT

Customer Selection Screen

311.23 Sales: 040521 A Random Cus...

Sales Review History

Retail	Disc.	Allow.	Retail
3.14	0.40	0.00	0.00

PROD 0102 QTY 20 Prod Line

PROD	DESC	QTY	SUP	N
0102	Prod #2	20		5
0104	ABCD #4	0		0
0105	Prod #5	0		0
0106	XYZ #6	80		2
0107	Prod #7	0		0

TOTAL C/U 7/16 NET 274.00

VOID CLEAR ENTER

Invoice Creation / Modification Screen

IBM Track & Trace . . .

an IBM SMB Distribution Solution

For additional information, please contact:

Andrew J. Farrell
IBM SupplyChain Logistics Solutions
Phone: (407)-251-4234
Fax: (407)-239-7958
e-mail: AFARRELL@US.IBM.COM



501.23 Special Functions

Functions

Messaging

Report/Query Request
Communications
Mgt Sales Surveys
Mgt Functions

Messaging

Send Message to Rep
View Message

VOID

Special Functions Menu

304.80 Sales Recap: 273992 TOWN ...

DSD#

TYPE	#	Total	QTY	DSD
SALE	59571253	158.88	48 Units	
GDRT	59571254	-78.26	26 Units	
DEMO	59571255	0.00	12 Units	

VOID CHANGE Total 80.62

CASH Extra Tickets 0

MENU PRINT DONE

Customer Ticket Summary

301.80 Sales

#273992
TOWN MARKET -CLAREDON HILLS
9 S WALKER, CLAREDON HILLS
(630) 323-7389
\$. ALL. , NO DEX

Customer Services

Sales
Demo Samples
Samples

Returns

Service No Sales
ROA
Payout/Credit
Allowance

VOID RECAP SELECT

Sales Functions Menu

331.80 Collection: 273992 TOWN MA...

Collect \$80.62

Check #

Amount 0.00 +/-

ADD DELETE CASH

Check	Amount
CASH	80.62

Cash Balance 0.00

VOID DONE

Collections Screen



302.80 Customer: 273992 TOWN MA...

1 2 3 R P C

Print Retail

Extra Tickets
0

Ticket Type
SEPERATE

Sales Ticket Opt
UNIT PRICE W/D

DEX Capable

DEX Setup

A	B
<input type="checkbox"/> MON	<input type="checkbox"/>
<input type="checkbox"/> TUE	<input type="checkbox"/>
<input type="checkbox"/> WED	<input type="checkbox"/>
<input checked="" type="checkbox"/> THU	<input checked="" type="checkbox"/>
<input type="checkbox"/> FRI	<input type="checkbox"/>
<input type="checkbox"/> SAT	<input type="checkbox"/>
<input type="checkbox"/> SUN	<input type="checkbox"/>

VOID SAVE

Tab 2 in Customer Notebook