



AXIS DIPLOMAT

Back Office systems for the office products market

AXIS Diplomat for Office Products is designed to handle the requirements of a busy office supplies dealer, providing all of the facilities from initial order processing, through wholesaler connectivity, to invoicing, accounts and stock control.

The modular design of AXIS Diplomat allows a customer to select the functionality required for their business operations, and the comprehensive option list ensures a tailor-made solution, 'off the peg'.

EC VAT and Intrastat

eBusiness

Fixed Asset Register

Accounts

Campaign Manager

Electronic Wholesaler Links

Budgeting

Cash Book

Contact Management

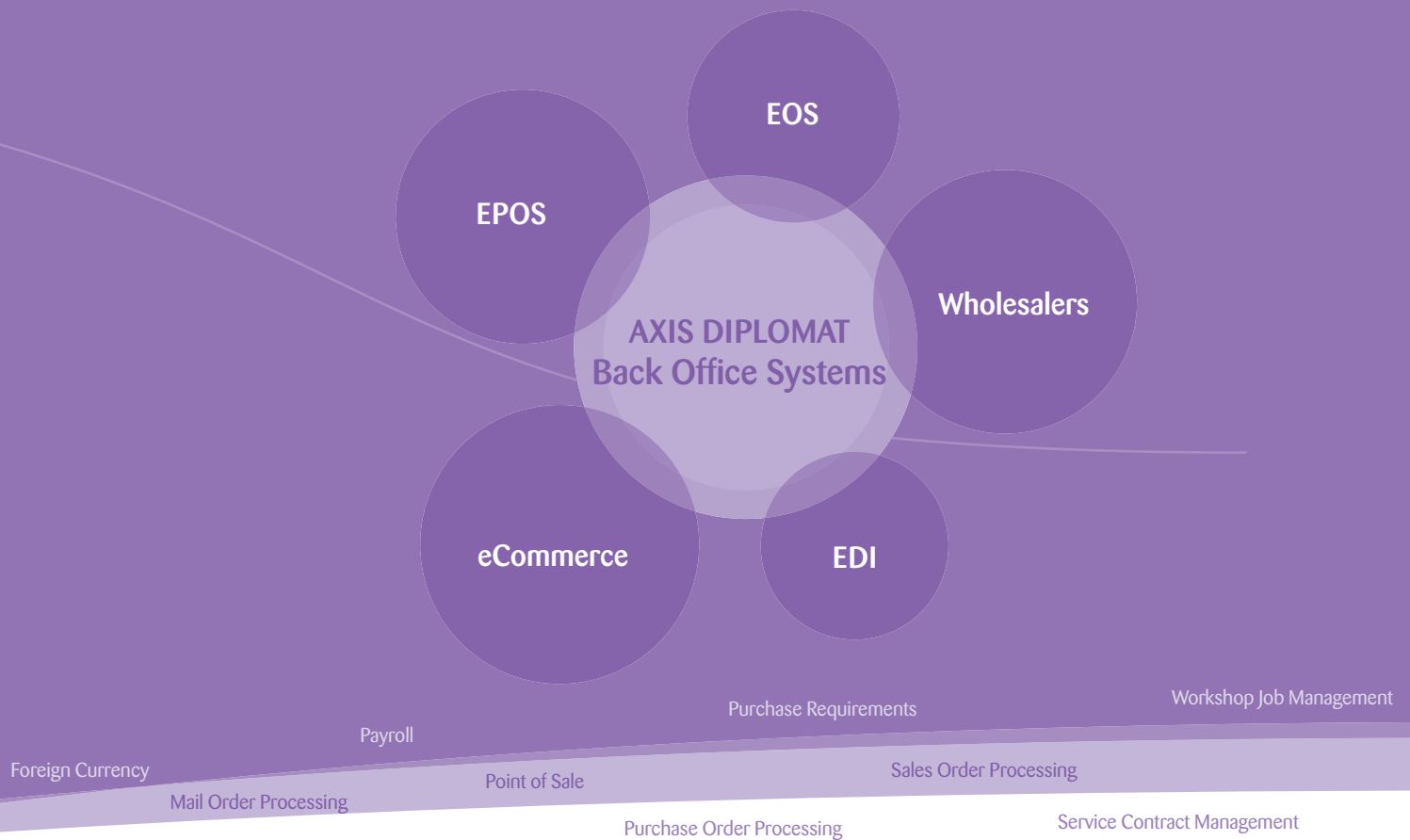


Office Product Dealer Functionality

AXIS Diplomat offers the following features of specific interest to dealers in the Office Supplies industry:

- › Electronic Wholesaler Links for a range of suppliers, including Spicers and Kingfield
- › Powerful price feed mechanisms to keep your Electronic Office Supplies (EOS) pricing right up to date
- › Optional support for Atomic Data Product Files
- › A comprehensive range of Pricing & Discounting mechanisms
- › Multiple Catalogue support
- › Telesales Campaigns and Gap Analysis
- › Multi-company and multi-warehouse operation
- › Fully integrated multi-currency Accounting
- › Internet Trading on-line with AXIS VMerchant, or via 3rd Party eCommerce providers
- › Online and Back Office Credit Card Processing
- › Address retrieval by Postcode
- › Telephone Preference Service / Fax Preference Service validation
- › Emailshot capabilities built-in, optionally linked to Telesales Campaigns





AXIS EOS Module

AxisFirst offer a key optional module, AXEOS, for office product dealers that provides:

- › an EOS Database
- › EOS Price Feed updates
- › subscription-based web access to latest printer compatibility database for product identification of 'what goes with what'
- › ensure accurate product cross-referencing with all the major EOS suppliers
- › mechanism provides automatic updates to pricing and product availability from those EOS suppliers who make this information available
- › to calculate revised cost prices, including a specified mark-up, which in turn may be used to re-calculate selling prices
- › facilitates a one-stop operation and assists the operator in identifying which printer or consumable the customer requires
- › accuracy of information is assured, thus eliminating incorrect supply, and improving both customer service and profitability.



eCommerce Integration

Virtually all office supplies dealers now aim to offer online purchasing to their customers. AXIS Diplomat links seamlessly with the AXIS VMerchant eCommerce solution.

AXIS VMerchant not only provides an easy to use and develop e-business tool, but has the added advantage of being integrated with AXIS Diplomat. Orders and enquiries generated via AXIS VMerchant can be automatically fed into the back office system for next stage processing. Price updates (including those that may have been calculated automatically overnight by price feeds from your EOS suppliers) are automatically reflected on the web site, whilst customers that have been provided with secure login facilities are able to see their negotiated net prices on contract items.

Pedigree

AXIS Diplomat can trace its ancestry back to late 1970's, and the first accounting and stock control system for microcomputers (even pre-dating the release of the PC in 1983). Technology has moved on, but the principles adopted then, still hold true today to provide quality software and support facilities based on solid business and accounting values.

AXIS Diplomat is also the product tested by Microsoft's laboratories before awarding Systems AXIS its Certified Partner status for ISV Software Solutions competency.



ISV Software Solutions
Networking Infrastructure Solutions

Within the AXIS Diplomat range, there are modules available to support the full business process. This ranges from Purchasing and Procurement, through Distribution and Sales.

Take care of your Payroll requirements with an integrated AXIS Diplomat Payroll. Manage the pre- and post-sales processes with the powerful contact management system, fully integrated with the core Sales Ledger. Manage the purchasing of products via links to both Wholesalers and Dealer Groups. Provide e-commerce links to customers and suppliers to facilitate integrated web based business-to-business links.

Attach documents including word processing, spreadsheets and scanned documents to customers, suppliers and other accounts

CRM facilities

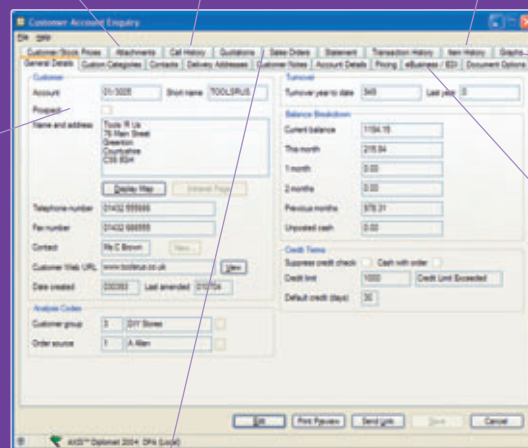
Easy access to the full history of all items previously purchased by customer

Manage prospects as well as account customers within one database

Display customer sales history graphically

For eCommerce accounts, when using AXIS VMerchant, manage account login credentials from here

Enter/Amend/Print sales orders and quotations from one central point



Take a global view of your business needs,
and see the benefits of a single, integrated solution