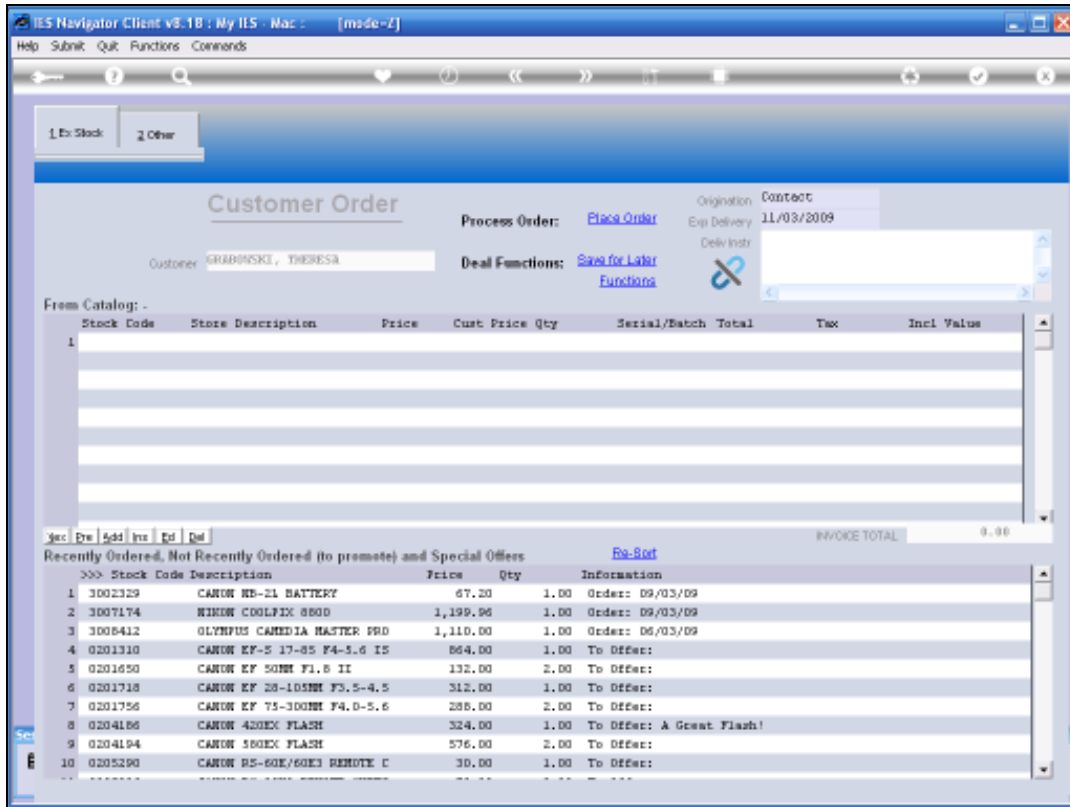


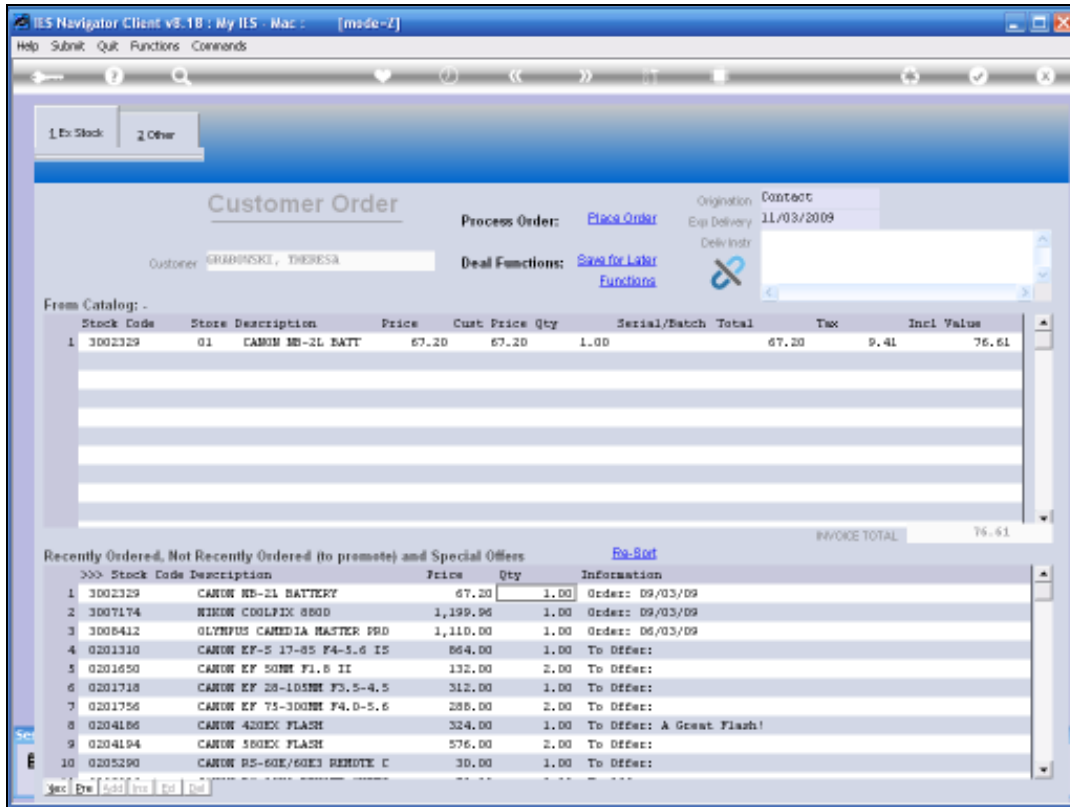
Slide 1

Slide notes: When we place a Customer Order during a Contact Call, the Customer has a Standing Portfolio of Items from which we can order very easily.



Slide 2

Slide notes: The Standing Portfolio for each Customer consists of Items recently ordered by this Customer, plus the standard Telemarketing portfolio, plus Special Items currently on promotion.



Slide 3

Slide notes: Any of these Items can be included on the Order by a dbl-click.

IES Navigator Client v8.1B : My IIS - Mac : [made-1]

Help Submit Quit Functions Commands

1 To Stock 2 Other

Customer Order

Process Order: [Place Order](#)

Deal Functions: [Save for Later](#) [Functions](#)

Origination Contact
Exp Delivery 11/03/2009
Deliv Instr

Customer GRABINSKI, THERESA

From Catalog: -

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value	
1	3002329	01 CANON NB-2L BATT	67.20	67.20	1.00			67.20	9.41	76.61
2	3007174	01 NIKON COOLPIX 88	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95	

INVOICE TOTAL 1,444.56

Recently Ordered, Not Recently Ordered (to promote) and Special Offers [Go-Stat](#)

>>> Stock Code	Description	Price	Qty	Information
1	3002329 CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2	3007174 NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3	3008412 OLYMPUS CAMERA MASTER PRD	1,110.00	1.00	Order: 06/03/09
4	0201310 CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5	0201650 CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6	0201718 CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7	0201756 CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8	0204186 CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9	0204194 CANON 580EX FLASH	576.00	2.00	To Offer:
10	0205290 CANON RS-60E/60E3 REMOTE C	30.00	1.00	To Offer:

Sec De Add Del Edit Print

Slide 4
Slide notes:

IES Navigator Client v8.1B : My IIS - Mac - [made-1]

Help Submit Quit Functions Comments

1 To Stock 2 Other

Customer Order

Process Order: [Place Order](#) Origination Contact: 11/03/2009

Deal Functions: [Save for Later](#) [Delete Item](#)

Custcode: SHANNON, THERESA

From Catalog:

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3002329	01	CANON NB-2L BATT	67.20	67.20	1.00		67.20	9.41	76.61
2 3007174	01	NIKON COOLPIX S80	1,199.96	1,199.96	1.00		1,199.96	167.89	1,367.85
3 0201650	01	CANON EF 50MM F1	132.00	132.00	2.00		264.00	36.96	300.96

WIDE TOTAL: 1,741.52

Recently Ordered, Not Recently Ordered (to promote) and Special Offers

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	250.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

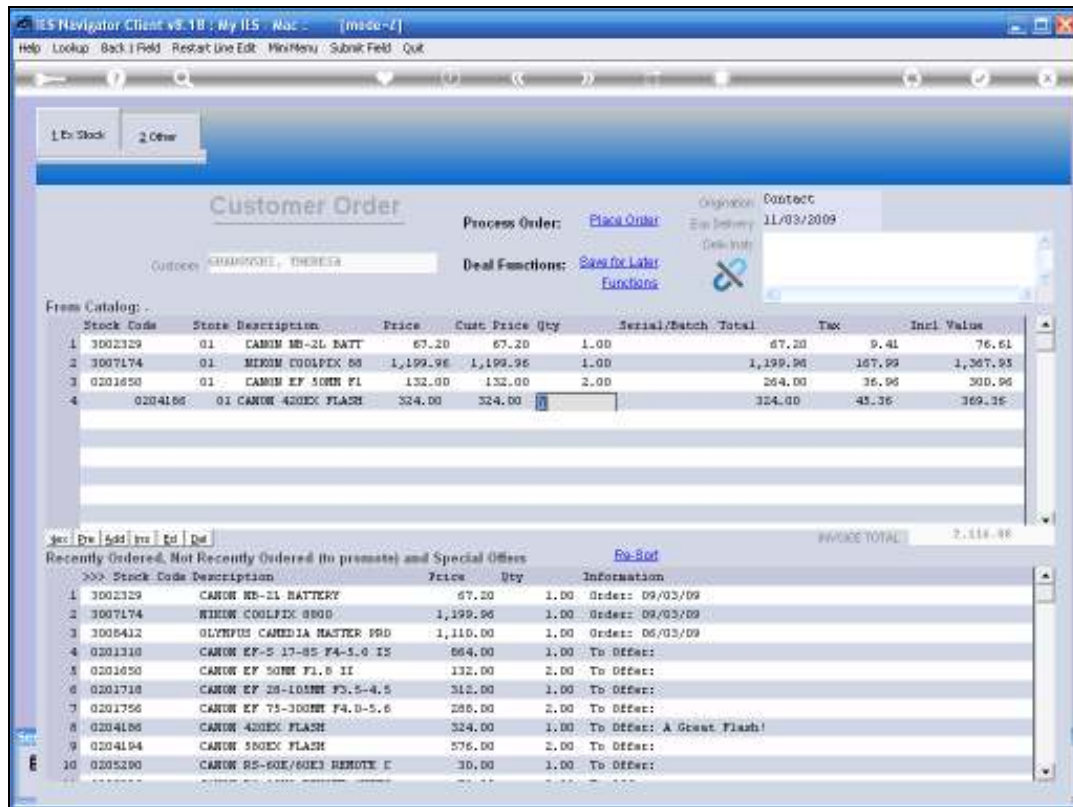
Sec: De [11/03/2009] [11/03/2009] [11/03/2009]

Slide 5
Slide notes:



Slide 6

Slide notes: And the quantity to order defaults from the standing portfolio, but can easily be changed if the Customer wants a different quantity.



Slide 7

Slide notes:

The screenshot shows the IIS Navigator Client interface. At the top, there's a menu bar with options like 'Help', 'Lookup', 'Back', 'Field', 'Reset Line Edit', 'Mini Menu', 'Subst Field', and 'Quit'. Below the menu is a toolbar with navigation icons. The main window title is 'IIS Navigator Client vs. 18 : My IIS - Mac - [mode-1]'. The interface is divided into several sections:

- Customer Order Header:** Includes 'Process Order: Place Order', 'Deal Functions: Save for Later Functions', and 'Contact' information (11/03/2009).
- Customer:** A text field containing 'CHAMPONE, THERESA'.
- From Catalog:** A table listing items with columns for Stock Code, Store, Description, Price, Cust. Price, Qty, Serial/Batch, Total, Tax, and Incl. Value.
- Summary:** A 'PRICE TOTAL' of 2,114.88.
- Recently Ordered, Not Recently Ordered (to promote) and Special Offers:** A list of items with columns for Stock Code, Description, Price, Qty, and Information.

Stock Code	Store	Description	Price	Cust. Price	Qty	Serial/Batch	Total	Tax	Incl. Value
1 3002329	01	CANON NB-2L BATT	67.20	67.20	1.00		67.20	9.41	76.61
2 3007174	01	NIKON COOLPIX 880	1,199.96	1,199.96	1.00		1,199.96	167.89	1,367.85
3 0201650	01	CANON EF 50MM F1	132.00	132.00	2.00		264.00	36.96	300.96
4 0204186	01	CANON 420EX FLASH	324.00	324.00	1.00		324.00	45.36	369.36

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	250.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

Slide 8
Slide notes:

The screenshot shows the ILS Navigator Client interface. At the top, there's a menu bar with options like 'Help', 'Lookup', 'Back', 'Field', 'Reset Line Edit', 'Mini Menu', 'Subst Field', and 'Quit'. Below the menu is a toolbar with navigation icons. The main window title is 'Customer Order'. On the right, there are fields for 'Originator Contact' (11/03/2009) and 'Deal Functions' (Save for Later, Functions). The 'Customer' field contains 'SHANNON, THERESA'. Below this is a table titled 'From Catalog:' with columns for Stock Code, Store, Description, Price, Cust. Price, Qty, Serial/Batch, Total, Tax, and Incl. Value. The table lists four items: a Canon NB-2L battery, a Nikon Coolpix 8800, a Canon EF 50mm F1.8 II lens, and a Canon 420EX flash. Below the table is a 'GRAND TOTAL' of 2,114.88. At the bottom, there is a section for 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers' with a 'Go Back' button. This section contains a table with columns for Stock Code, Description, Price, Qty, and Information, listing ten items including various Canon lenses and a remote control.

Stock Code	Store	Description	Price	Cust. Price	Qty	Serial/Batch	Total	Tax	Incl. Value
1 3002329	01	CANON NB-2L BATT	67.20	67.20	1.00		67.20	9.41	76.61
2 3007174	01	NIKON COOLPIX 8800	1,199.96	1,199.96	1.00		1,199.96	167.89	1,367.85
3 0201650	01	CANON EF 50MM F1	132.00	132.00	2.00		264.00	36.96	300.96
4 0204186	01	CANON 420EX FLASH	324.00	324.00	1.00		324.00	45.36	369.36

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	250.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

Slide 9
Slide notes:

Customer Order

Customer: CHAMPONE, THERESA

Process Order: [Place Order](#)

Deal Functions: [Save for Later](#) [Functions](#)

Originator: Contact
 Date Entered: 11/03/2009

Stock Code	Store Description	Price	Cost Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3002329	01 CANON NB-2L BATT	67.20	67.20	1.00		67.20	9.41	76.61
2 3007174	01 NIKON COOLPIX 8800	1,199.96	1,199.96	1.00		1,199.96	167.89	1,367.85
3 0201650	01 CANON EF 50MM F1.8 II	132.00	132.00	2.00		264.00	36.96	300.96
4 0204106	01 CANON 420EX FLAS	324.00	324.00	5.00		1,620.00	226.80	1,846.80

GRAND TOTAL: 3,591.35

Recently Ordered, Not Recently Ordered (to promote) and Special Offers

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMERA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	260.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

Slide 10

Slide notes: So this is an effortless and productive way to compile the Customer Order.