



# TrulinX<sup>®</sup>

a product of **Tribute**  
Software for Successful Distributors

**It's simple really,  
We know your business better!**

## **AGENCY/MANUFACTURER'S REP MANAGEMENT**

*SOFTWARE FOR YOUR SPECIFIC NEEDS*

*Does your current software require you to jump through hoops to manage your non-traditional sales? Are you forced to do creative accounting in Excel or some 3<sup>rd</sup> party software package just to accommodate your Agency / Manufacturer Rep orders? TrulinX is the only software for industrial distributors that was written from the ground up to incorporate the special needs and requirements of the Agency / Manufacturer's Representative.*

*What does that mean for you? Less hassle with easier and accurate order maintenance, sales and booking information for your entire revenue at your finger tips, thereby freeing up your valuable time to do what you do best – sell product!*

**TrulinX has specific and unique advantages for the Agency / Manufacturer's Representative:**

### **Agent Order Management**

TrulinX is written so that your distribution orders and Agency/Manufacturer orders can be entered, booked, tracked and managed separately, while still providing you with the power of consolidating these different types of transactions into one organized database for sales and financial analysis.

### **Reporting Capabilities**

TrulinX's reports are generated by Distribution bookings & sales and Agency bookings & sales, subtotaled, then included in a company grand total. This makes life much easier for your sales management and accounting personnel to perform the necessary analysis to effectively manage your business!

### **Open Agent Order Report**

TrulinX's Open Agent Order Report can be sorted by several different categories: Vendor, Customer, Location, Item Number and Sales Reps. In addition, it provides an aging of your agency orders so you can track and manage the commission checks that are due, translating into improved cash flow!

### **Commissions**

TrulinX offers the easiest and most efficient way to track sales commissions. Once the manufacturer acknowledges and/or ships the product, TrulinX will assist you in managing the commissions through our Open Agent A/R Commission Report with its aging capabilities.

Our system allows you to predefine the percentage or specific amount of commission due on an Agency order by either Item and/or Supplier. The commission is automatically calculated and displayed in the Agent Order Maintenance screen at the time of entry to ensure you receive the proper credit!

TrulinX allows you to have an unlimited number of sales rep splits, giving you the flexibility you need without creating a lot of headaches to achieve it!

### **Managing Agency Sales**

TrulinX's Sales Management Inquiry Screens allow you to view sales Daily, Monthly or Yearly – separating your Distribution Sales from your Agency Sales before totaling so you get an accurate picture of your total sales.

**TrulinX caters to the Agency / Manufacturer's Representative. Our product is designed with your specific requirements in mind - to make your life easier. How many other software providers can make that claim? If you want to learn more, please give us a call at (800) TRIBUTE and select #1 for sales.**



1696 Georgetown Road, Suite F ■ Hudson, OH 44236-4094  
800-874-2883 (Press "1" for sales) ■ [www.tribute.com](http://www.tribute.com)