



It's simple really...

We know your business better!

# TRULINX AGENCY/MANUFACTURER'S REP ORDER 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 a 3rd party software package just to accommodate your Agency / Manufacturer Rep orders? TrulinX was written from the ground up to incorporate the special needs and requirements of 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.

TrulinX can handle complex situations involving partial shipments and partial commission receipts.

For example: If the vendor sends an advanced shipping notice for an agent order and it is a partial shipment, you can enter it on the agent order and then when the commission payment comes you can match it with the shipment records. There is also an option to prorate the commission payment if you get a partial payment. So, if you are owed \$100 in commission but receive \$70 initially, TrulinX will apply 70% of the commission for each individual line on the agent order. Or if you need more control, you can apply a partial commission payment on a line-by-line basis.

## 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. You also have the option to view agency orders separately as part of the standard commission report.

Our system allows you to predefine the percentage or specific amount of commission due on an Agency order by 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. Less hassle with easier and accurate order maintenance, sales and booking information for your entire revenue at your finger-tips, freeing up your valuable time to do what you do best – sell product! If you want to learn more, please give us a call at (800) TRIBUTE and select #1 for sales.