

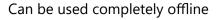
### piaX for proALPHA 3.2

The piaX Release 3.2 will be available in 2020. Look forward to new functions to edit your proALPHA master data even more efficiently and intuitively!

The focus of the update is the revision of usability as the basis for 360 ° access to your master data including receipts, optimized use and the performance of piaX. Innovations such as price and stock information, assigned offers or the call extension enable you to process information quickly and reliably - including permanent links!

In the following you can see the latest features of piaX 3.2. We are at your disposal for your detailed questions. vertrieb@mobileblox.de







Directly in MS Outlook



Standard bi-directional interface to proALPHA

#### **Technical Improvements:**

For an optimal flow of the technical processes in the background, mobileBlox has made some technical changes:

- Accelerated synchronization of your data
- Graphics optimization oft the masks

- Server stability has been optimized
- Reduced performance problems



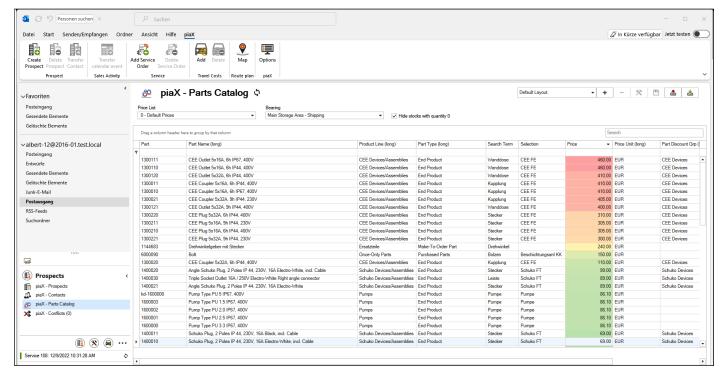




# New Functions piaX for proALPHA 3.2







### Parts catalog incl. inventory information

Get a complete overview of all your parts in a parts catalog. You can plan all subgroups and subtypes from different storage locations. In addition to the overview, we offer you precise inventory information of all parts per warehouse, with all associated price lists.

- Price lists in various currencies
- Article catalog

- · Graduated discounts including Customer
- sharing group individual layout



# Route planning & area search



#### Assigned offers

Increase the effectiveness and take advantage of the assigned offers. Additional information in the free text field and the assigned contact person as well as the possibility of resubmission support your daily work! By automatically adjusting the status of the offer, the daily business of the field and office staff is supported intuitively!

- Additional fields: Remarks, Contact Person, Follow-up
- Availability in proALPHA
- Call from sales project or offer
- Automatic adjustment of the status of the offer

#### Route planning & area search

Plan your sales routes offline with the integrated piaX route planning. From short distances to long tours - this route planner is your reliable companion As a business traveler, enter your address as the starting point of your journey in the linked map window and repeat this step for your destination or intermediate destinations. This can be your contacts, contact persons, sales campaign / activity or a building object.

- Mini-map on the dashboard, with contact, contact person, sales campaign/activity, object
- Maps window: Display information about the contact in the map by category,
  Search fort he contacts/addresses, Hotels, restaurants, hospital, etc.,

Favorites, POI display with additional information

- Area search
- Route calculation

### Tags -Keyword

With the tags we offer you the possibility of assigning and categorizing your opportunities and sales campaigns. This standardization supports your effectiveness in daily business. The module complements, among other things also the possibility of evaluating your sales pipeline. In this way, the formed categories in the main call list can be queried and displayed individually!

• Tags or Assignment of tags to sales campaigns or activities

Display of the tags in the main list

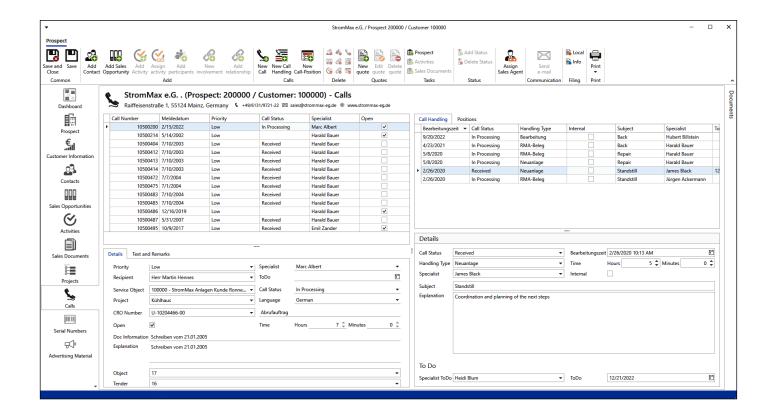
Filtering by tags



# New Functions piaX for proALPHA 3.2







### Call processing

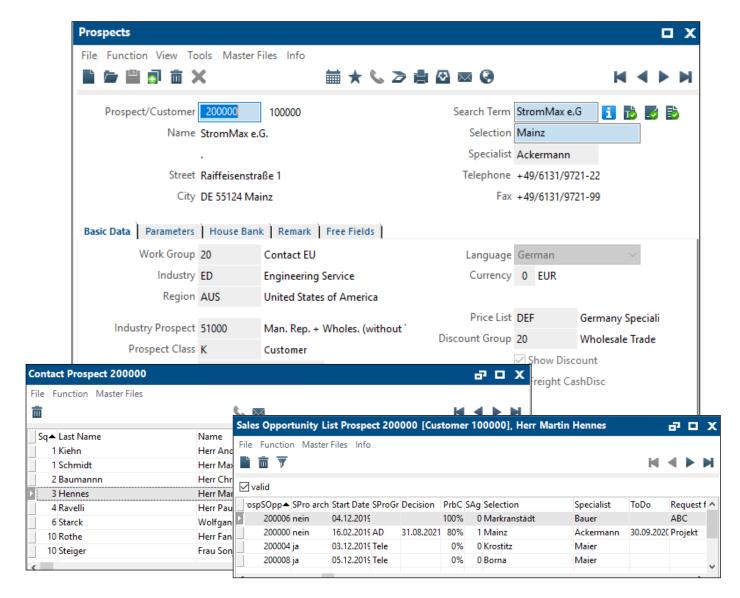
Record queries about the functionality of your products or complaints to your company as a call directly in the piaX. In a call, for example, you can store which part has been complained about or what type of complaint is. So you have all incoming calls at a glance.



## Extensions of proALPHA Value Components Extension CRM-People Business







It is now also possible in proALPHA to display relationship networks and to map any number of links between contacts and contact persons. In addition, the proALPHA receives the piaX extension. We provide the following links for you:

- Contact person to contact person
- Prospect to prospect
- Contact person to prospect
- Prospect to contact person

The previously defined roles (see role definition) and specified periods support you in the detailed maintenance of master data. For example, multiple affiliations can occur within a group or memberships in representative associations or service providers can be shown.

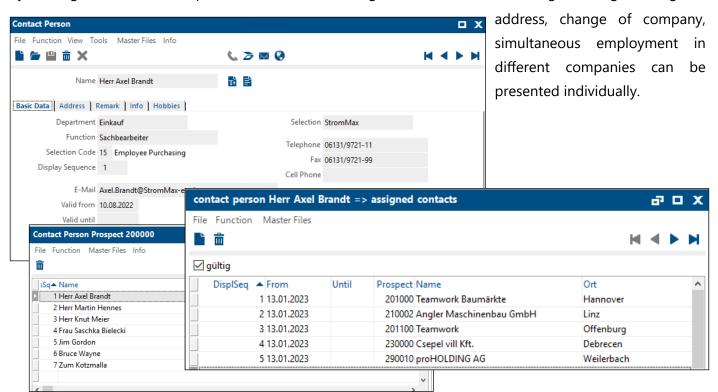


## Contact person - History





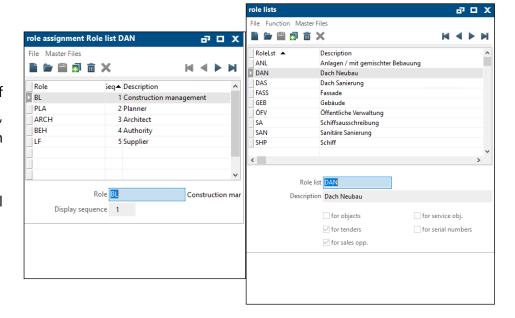
In the previous version, we presented the holdings to you. In this way, you could display all participations of a contact or a contact person. We have now expanded this function with the contact history. By adding to the contact person table, name changes can now be made e.g. Marriage, change of



Roles and Role lists

If you want an overview of all the roles available to you, you can find them in a list in proALPHA.

You can assign each individual role to a role individually.



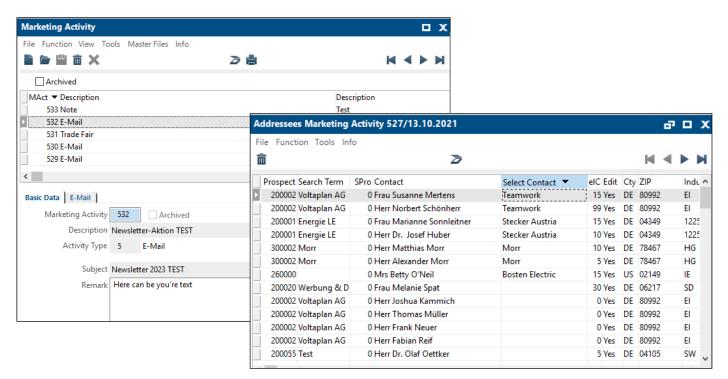


## New modules in the proALPHA



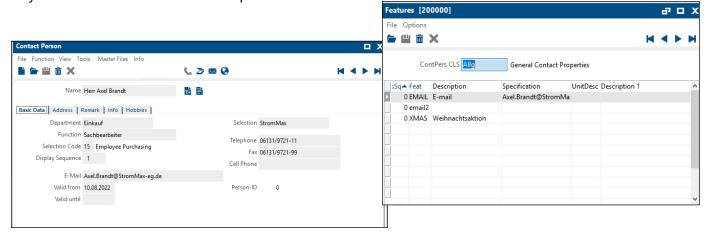


Analogous to the piaX add-in and functional extensions of the proALPHA Value Components, we have also developed the newsletter connection module.



This includes the connection to your newsletter tool. Via the bidirectional. The interface enables you to perform the following functions:

- Writing back, cancellations, bounces according to proALPHA
- Automatic maintenance of characteristics on the contact person
- Synchronization of newsletter recipients





## New Functions piaX for proALPHA 3.2



### Outlook for further development

We are constantly developing piaX for you. Our range of products are soon to be expanded.

#### Plan:

- Offer pre-registration with: Registering new offers, Processing of existing offers, Pricing in piaX (currency, price validity, price list, customer discount)
- Dashboard 2.0 including flexible display options
- Extension of the piaX route planning to include the route planning function.
- Field workers can also automatically prepare their routes in the long term
- Prospects and contacts in Outlook









If you would like to learn more about the piaX solution, contact us at vertrieb@mobileblox.de

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