

# NCR POWER SELL

Retail and Distribution Industries



**When your sales reps walk through the door, do your customers stand up and cheer? If not, it's time for NCR Power Sell.**

NCR Power Sell helps sales reps establish the kind of rich customer relationships that will open up new opportunities and increase profit margins—for both of you.

Most sales relationships are based on long-established traditions. While a few customers tend to seek out the hottest, best-selling products, many still place their orders based on a standard template: same items, same quantities, and same low profitability. Meanwhile, sales reps often push their favorite wares—regardless of margin—and base their sales presentations on out-of-date or or information irrelevant to the client.

But, what if your customers just couldn't wait to see your reps, who continually provided creative, consultative and effective sales ideas?

For more information, visit [www.ncr.com](http://www.ncr.com), or email [retail@ncr.com](mailto:retail@ncr.com).

This all becomes reality with NCR Power Sell, a remote sales force automation tool that provides the information needed to boost sales, manage customer relationships and drive your profitability.

- Improves average order size
- Drives sales by automating the order process
- Proactively prevents sales attrition
- Prevents margin erosion via hands-on price management
- Improves cash flow with credit hold alerts
- Prompts payment collection and customer notification



## Why NCR?

NCR Corporation (NYSE: NCR) is the global leader in consumer transaction technologies, turning everyday interactions with businesses into exceptional experiences. With its software, hardware, and portfolio of services, NCR enables more than 485 million transactions daily across retail, financial, travel, hospitality, telecom and technology, and small business. NCR solutions run the everyday transactions that make your life easier.

NCR is headquartered in Duluth, Georgia with approximately 29,000 employees and does business in 180 countries. NCR is a trademark of NCR Corporation in the United States and other countries.

## Put your sales force in remote control

When your sales reps come to visit, customers expect more than a handshake and a smile. They prefer a consultative approach, where they receive in-depth information to facilitate improved ordering decisions.

With NCR Power Sell, sales reps have all the data they need right at their fingertips. During a sales call, the rep can perform in-depth analysis and answer detailed questions, from account status and item information to availability and product suggestions. No longer will reps place orders only to be told that inventory has run out, disappointing and frustrating customers.

Unprecedented access to information actually shortens sales calls, while prompting larger orders of higher—margin items. The sales force becomes more organized and effective and more profitable, by having direct insight into recommended and promotional items. Even better, customers are pleased with the improved service they receive—even as they help elevate your profits to new heights.

## Product highlights

- Updated user interface allows intuitive navigation
- Real-time inventory and order status information
- New orders can be created from multiple turnkey guides
- Review of profit and commissions
- Extensive item information and reporting
- Fast, flexible search engines
- Detailed account information including order status, order history, accounts receivable and more
- Printing of product listings with barcodes
- Flexible customer-specific notes
- Suggestions for substitutes and items on allowance

NCR continually improves products as new technologies and components become available. NCR, therefore, reserves the right to change specifications without prior notice.

All features, functions and operations described herein may not be marketed by NCR in all parts of the world. Consult your NCR representative or NCR office for the latest information.

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