Welding Supply Distributors demand flexibility and choice when it comes to their business software. TIMS users tell us these 10 *Must-See* features provide the tools they require to remain competitive and customer-service oriented.

1. ***Mobile Access –*** Business is not confined to an office or warehouse. TIMS *Mobile* extends live system access to over a dozen processes. With immediate access to data, sales and service calls are easier, deliveries are accurate, cylinder exchanges and site audits are all real-time.

2. ***eCommerce –*** Customers want the ability to serve themselves. Give them portal access for 24-hour self-serve order placement, A/R and cylinder balance lookups, document review, and on-line payment. It means satisfied customers, with labor and postage savings for you.

3. ***Collect Payments Automatically –*** More than just a POS tool, TIMS *Autopay* functionality gets you paid immediately and eliminates the need to send invoices, and apply payments. Add major time savings to billing and collection processes, reduce errors and provide customers flexibility with credit cards.

4. ***Asset Management –*** Your assets include hardgoods, cylinders, rentals, delivery trucks and personnel. Integrated asset management gives you full control of each asset class as well as full view through dashboards and reporting. Centralizing all assets to a single inventory management system is paramount for every distributor serious about asset utilization, productivity, and controlling loss.

5. ***Going Paperless –*** End the paper chase. Delivery receipts with TIMS *Mobile* are automatically digitized. Scan, digitize, and archive all your important documents in an electronic file cabinet to keep them safely archived and easily accessible. No more printing, no more file cabinets, and convenient mouse-click access without leaving your chair.

6. ***Contract & Special Price Management –*** One size does not fit all when it comes to customer pricing. Does your flexible pricing scheme give you a maintenance headache? Manage customer contracts and contract pricing systematically, eliminating tedious paperwork and expediting price changes and renewals. Get a dashboard view of all your special pricing, play with mock-ups to be certain vendor increases are offset, tweak final changes, and press publish. During periods of inflation and rapid price changes, TIMS *Contract Campaign Manager* is a true margin-saver.

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7. ***Purchasing & Receiving Backorders –*** Backordered items are immediately and automatically tied to purchasing, receivings, and payables. Never drop a customer's backorder again with a system that actively alerts receivings when a vendor PO includes a backordered item. Receive the product and immediately stage it for delivery, as well as queue up the appropriate payable.

8. ***Vendor Price Changes –*** Bloating your inventory with unnecessary product leads to inventory maintenance nightmares. TIMS *Catalog System* separates vendors' entire inventory from your master inventory. The method simplifies electronic vendor price updates while allowing the vendor's complete catalog to be accessible for non-stock sales. (Now, go back and read #7). Why bloat your inventory when the system automatically accounts for non-stocks and backorders?

9. ***Sales Pipeline Management –*** Sales prospects represent growth opportunities for your business. TIMS *Pipeline Manager* keeps prospect and customer information in one convenient place. As prospects become customers, simple TIMS triggers allow customer-level controls to be easily applied. TIMS *Pipeline Manager* provides a low-cost, highly effective CRM tool with instant visibility, tracking, and reporting and no need for third party software.

10. ***Enhanced Revenue Sources –*** Customers want to know they are receiving a fair price. Customers will also participate in fees that are appropriate to the services they represent. The TIMS *Fee System* allows users to apply and manage various fees as well as present them with clarity to customers so they are certain your products and services are all value-add.

**Choosing the right business software is made easier with experience.
We're here to help.**

Every welding supply distributor is unique. We offer the flexibility for you to choose the applications that fit your goals and your budget – software and services your way!

Call or visit our website to find out more.

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