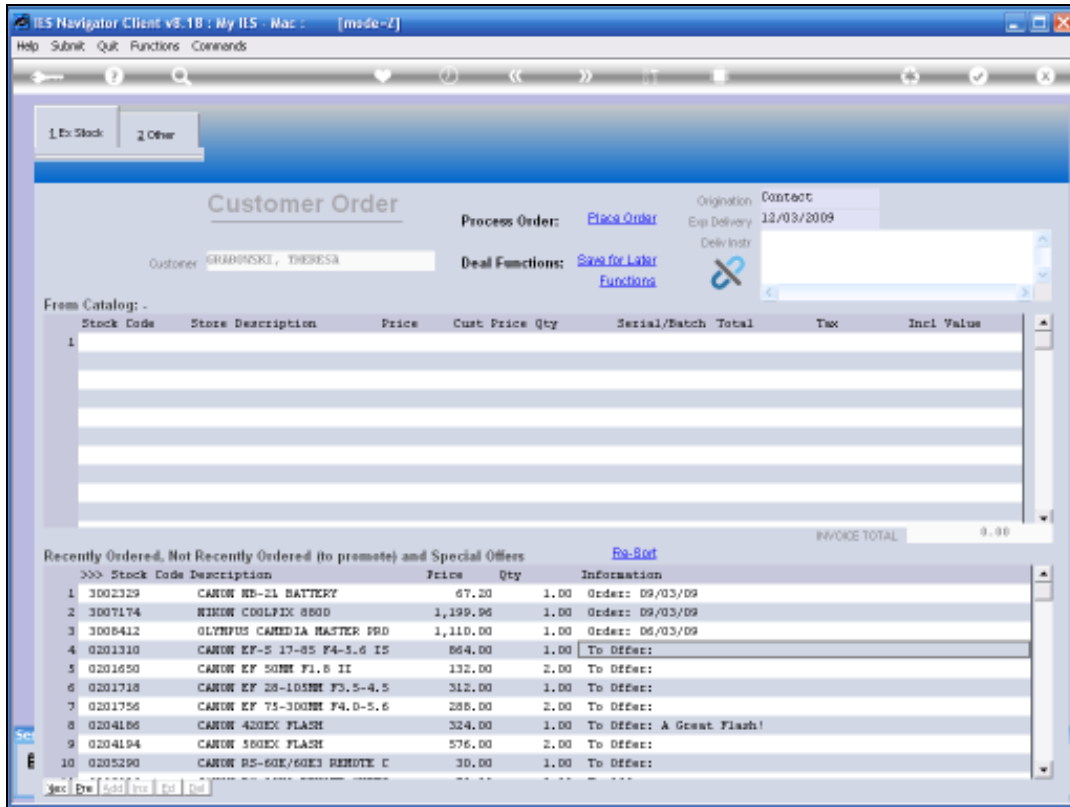
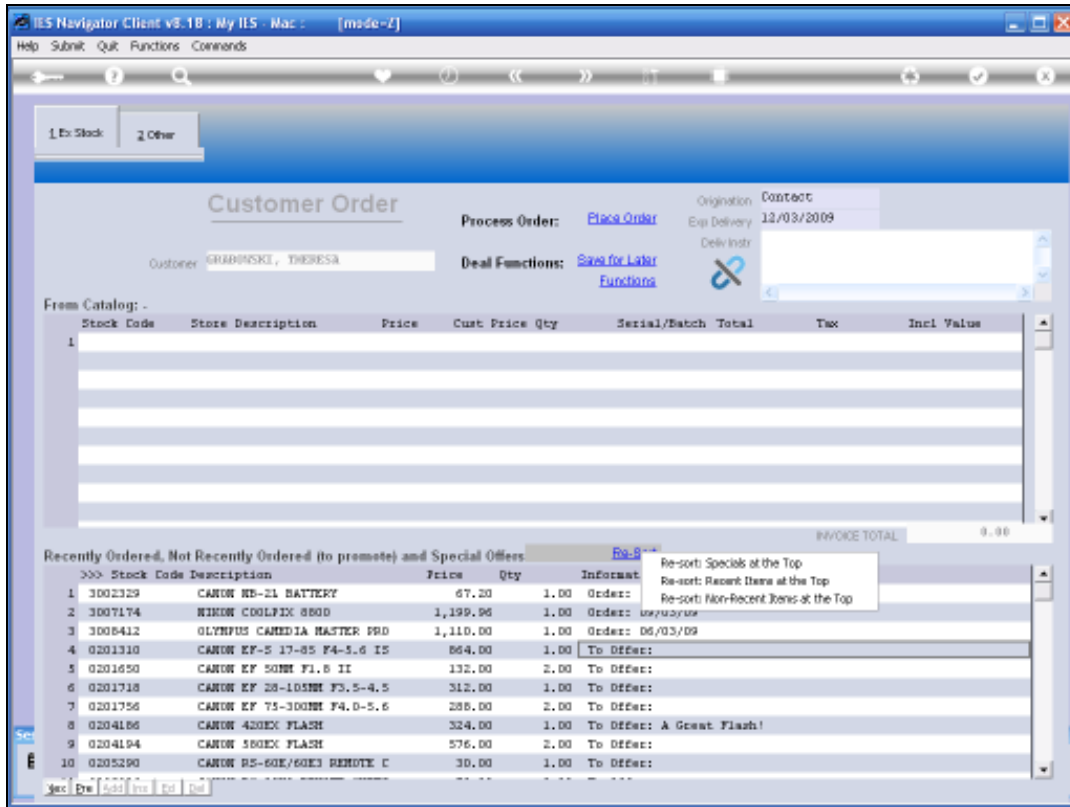


Slide 1

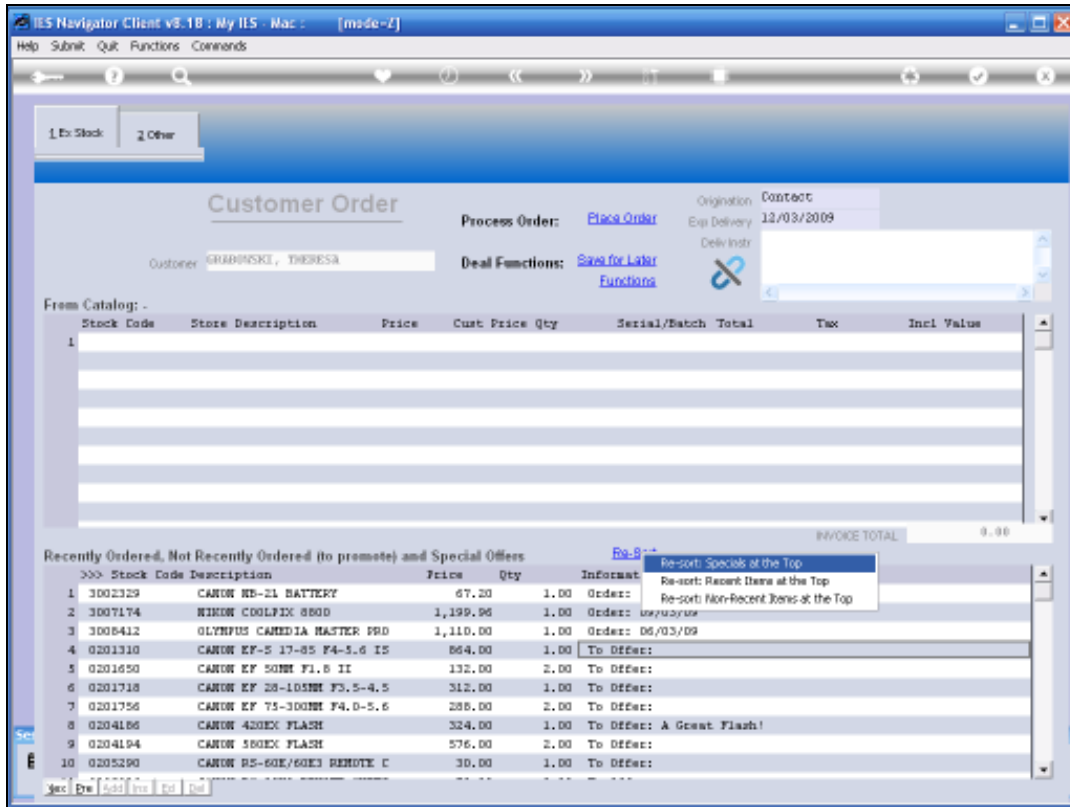
Slide notes: When we work with the Customer Order, we have the so-called Standing Portfolio listed at the bottom. This includes Recently Ordered Items by the Customer, plus Specials and Telemarketing Portfolio Items.



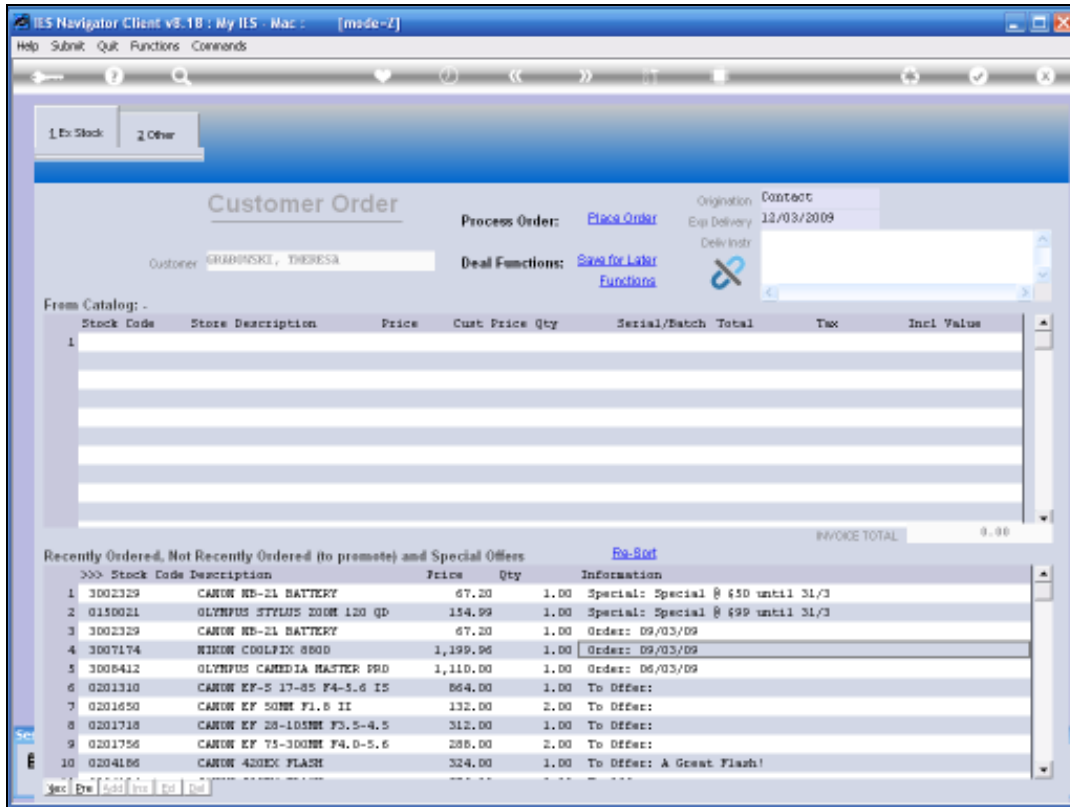
Slide 2
Slide notes:



Slide 3
Slide notes:

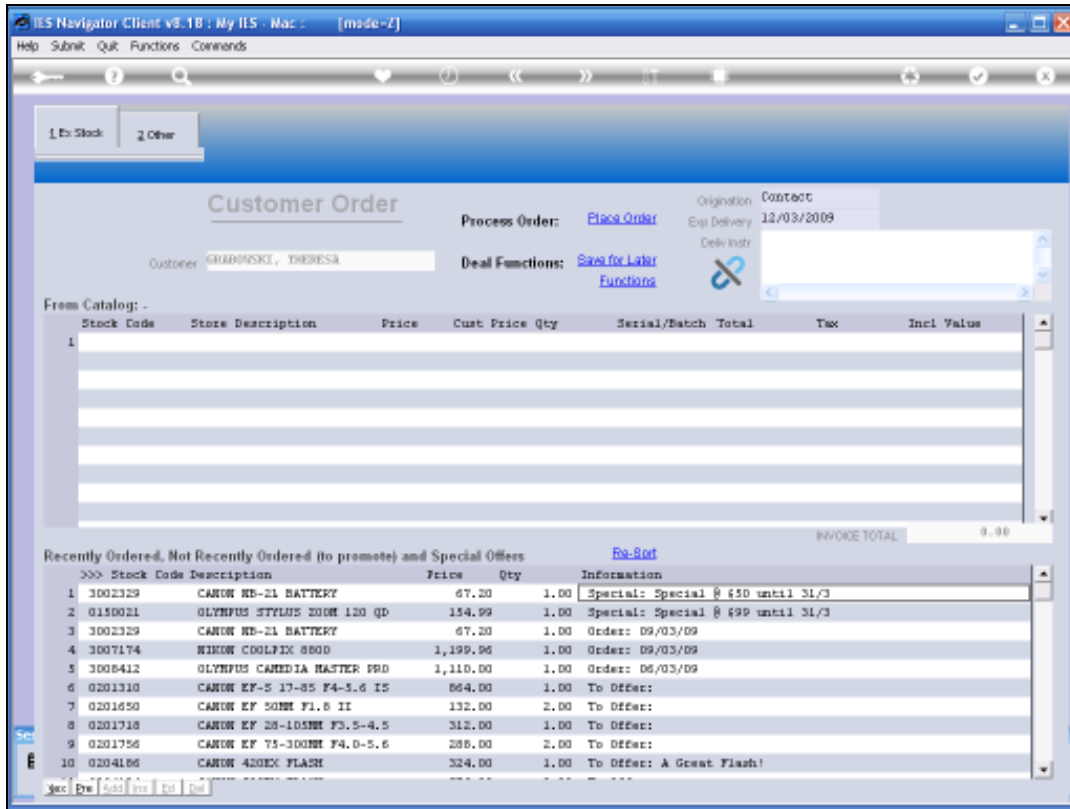


Slide 4
Slide notes:



Slide 5

Slide notes: And here we can see 2 Specials listed at the top now. The presence of the Standing Portfolio is useful in that it is so easy to include any of these items on the Order, but where do they come from?



Slide 6

Slide notes: The Customer Order Items that have recently been ordered by this Customer come from the Customer Order History, but the other 2 types come from the Retail portfolio set up. Let's have a look.

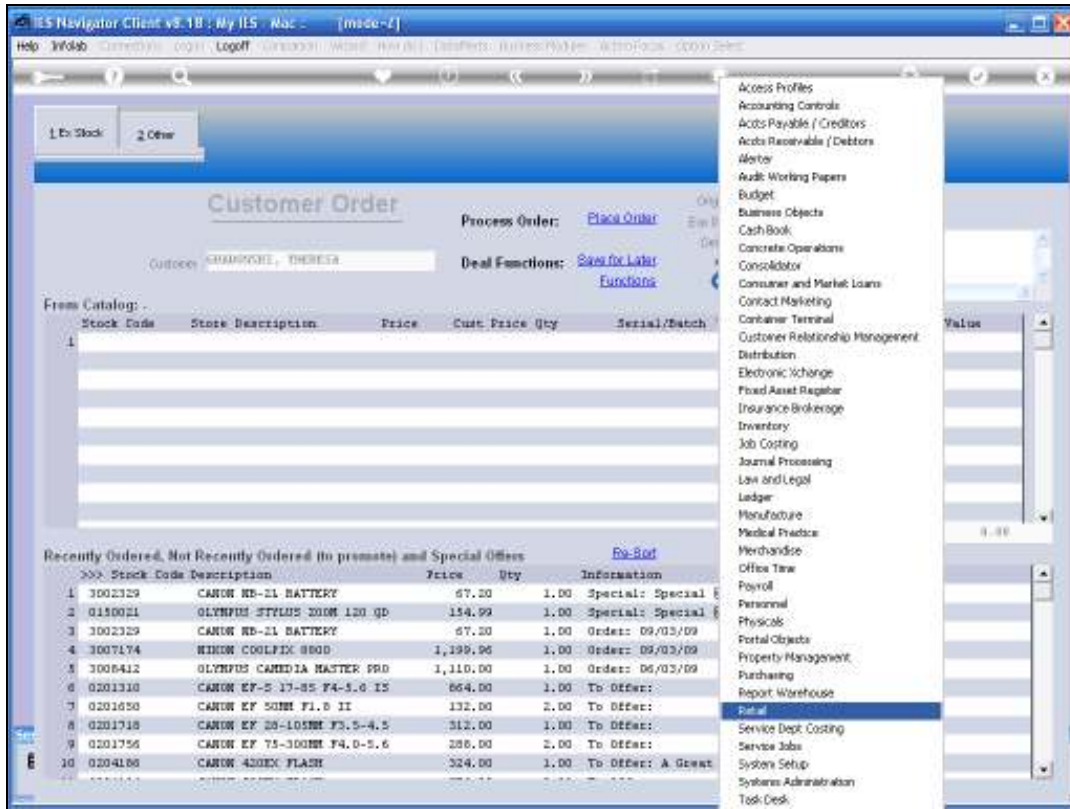
The screenshot shows the IES Navigator Client v8.18 interface. At the top, there are menu options: Help, Submit, Quit, Functions, and Commands. Below the menu is a navigation bar with icons for back, forward, and search. The main content area is titled "Customer Order" and includes fields for "Process Order:" (Place Order), "Deal Functions:" (Save for Later, Functions), "Origination Contact" (12/03/2009), and "Exp Delivery" (12/03/2009). The customer name is "GRABINSKI, THERESA".

Below the customer information is a table titled "From Catalog:" with columns: Stock Code, Store Description, Price, Cust Price, Qty, Serial/Batch, Total, Tax, and Incl Value. The table contains one row with the number "1" in the first column.

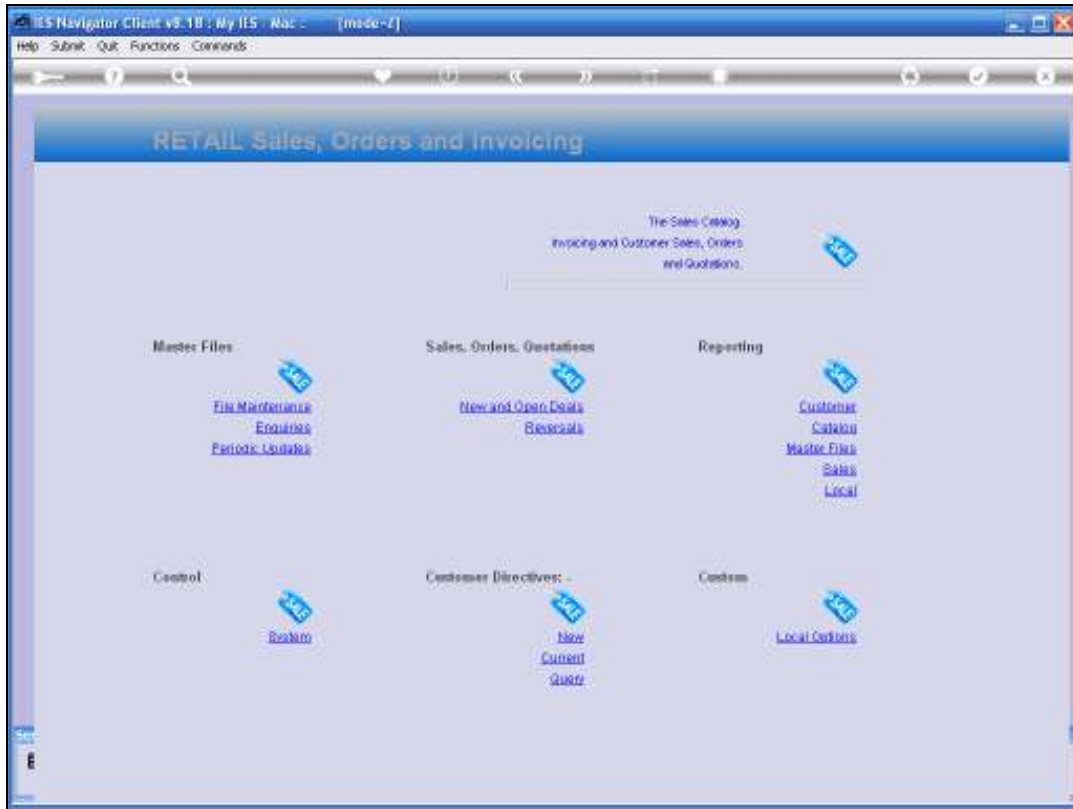
At the bottom, there is a section titled "Recently Ordered, Not Recently Ordered (to promote) and Special Offers" with a "Re-Stat" link. This section contains a table with columns: Stock Code, Description, Price, Qty, and Information. The table lists 10 items:

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Special: Special @ \$50 until 31/3
2 0150021	OLYMPUS STYLUS ZOOM 120 QD	154.99	1.00	Special: Special @ \$99 until 31/3
3 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
4 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
5 3008412	OLYMPUS CAMEDIA MASTER PRD	1,110.00	1.00	Order: 06/03/09
6 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
7 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
8 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
9 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
10 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!

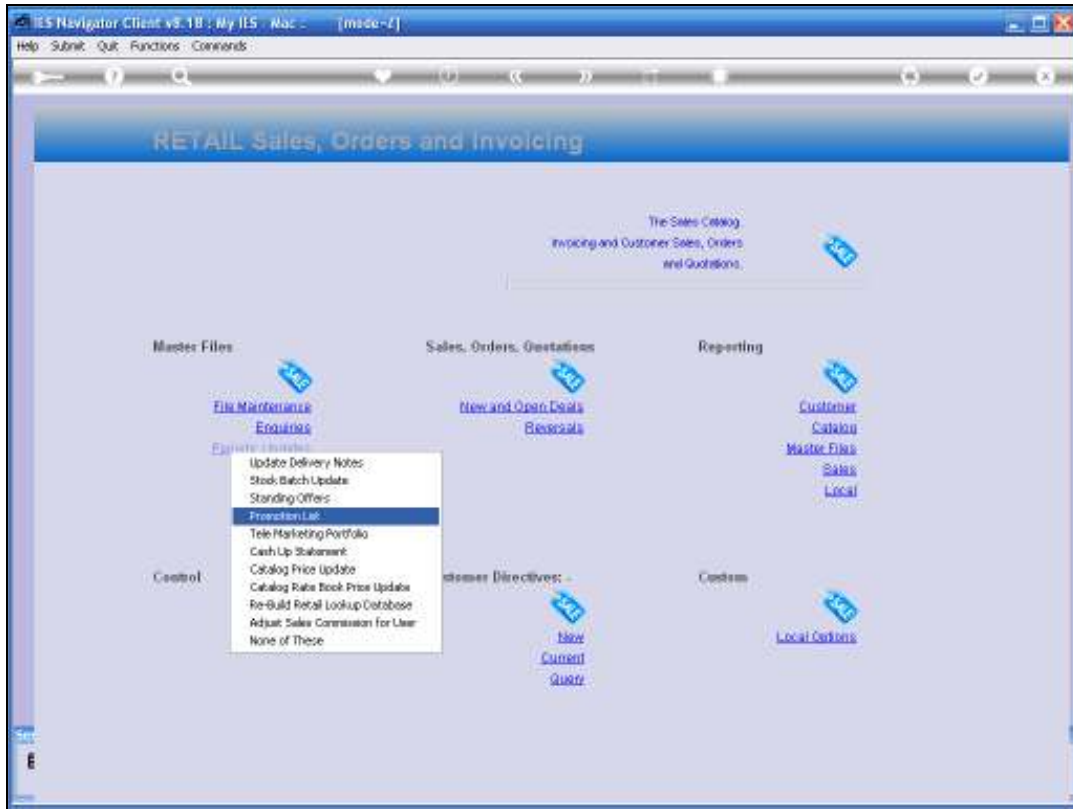
Slide 7
Slide notes:



Slide 8
Slide notes:

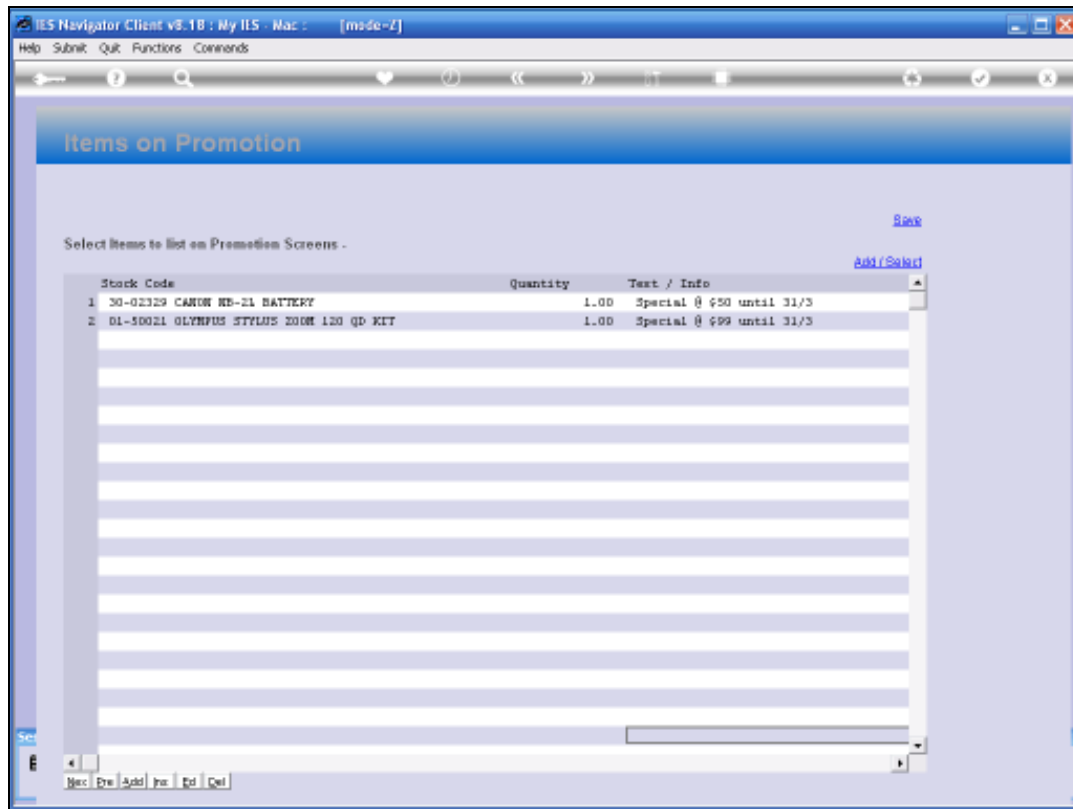


Slide 9
Slide notes:



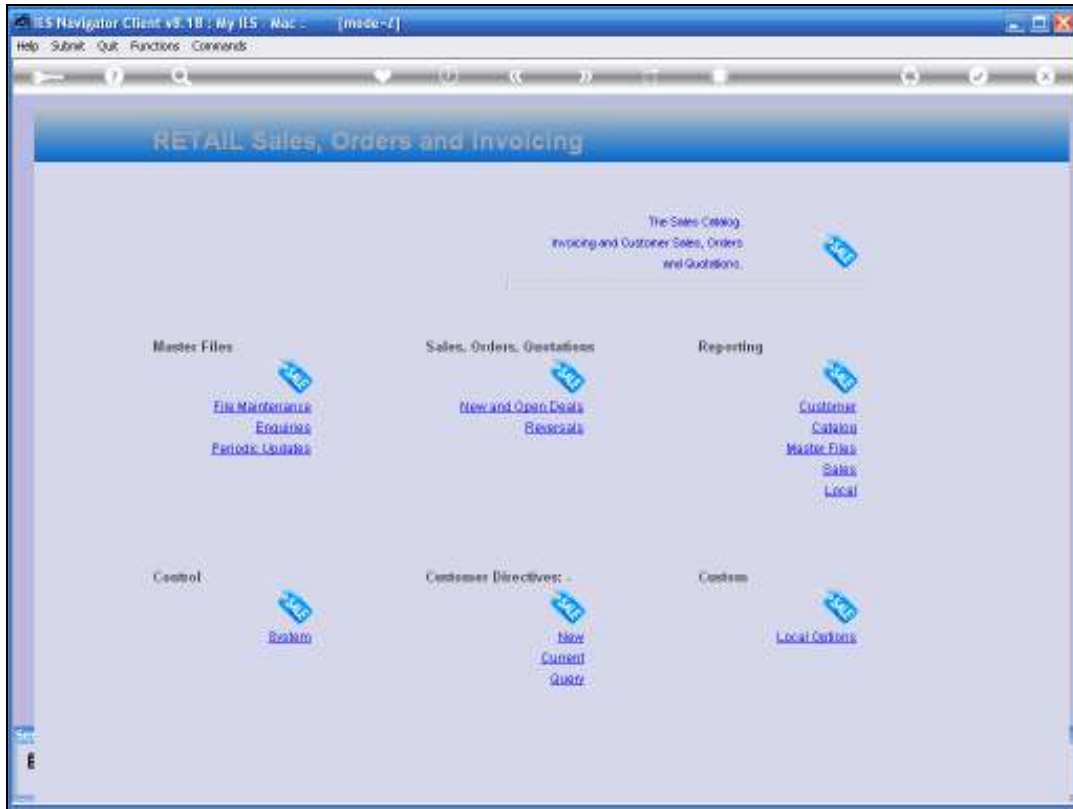
Slide 10

Slide notes: The Promotion list is for Specials.



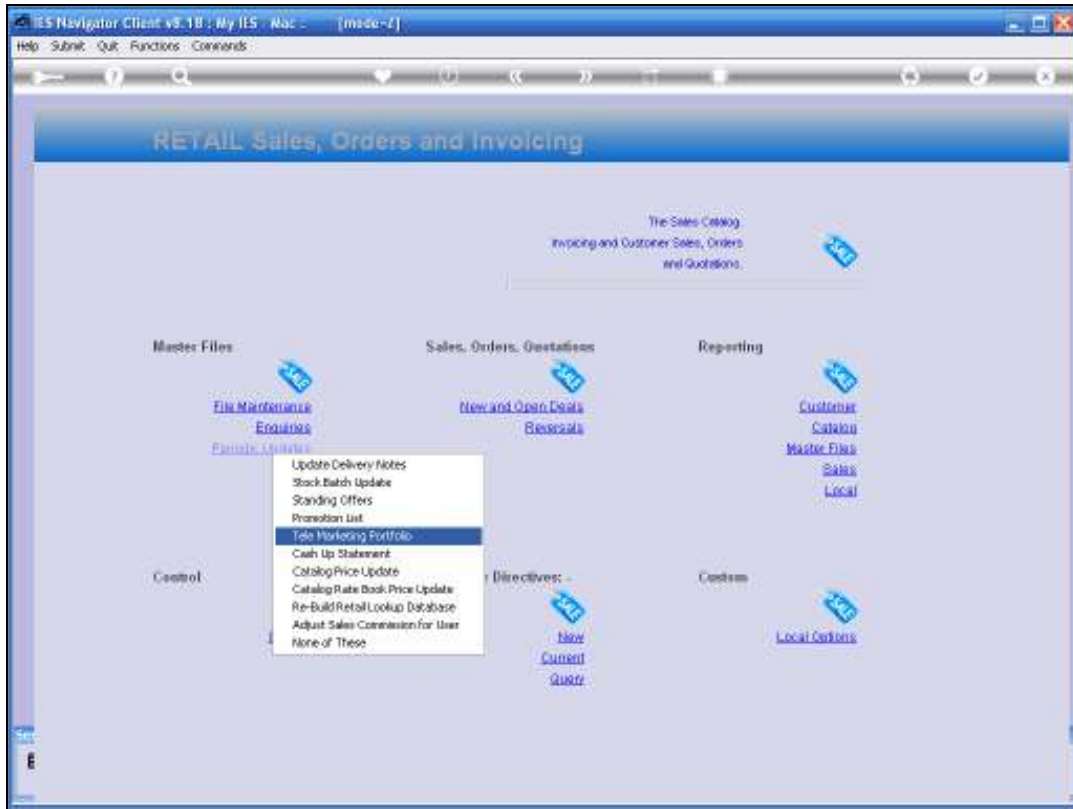
Slide 11

Slide notes: And we can see the 2 Items listed as 'specials' on the Customer Order screen, being listed here.



Slide 12

Slide notes:



Slide 13

Slide notes: Next is the Telemarketing Portfolio.

IES Navigator Client v8.18.1 My IIS - Mac [made-1]

Help Submit Quit Functions Commands

Tele Marketing Portfolio

Select Items for Tele Marketing Portfolio [Rev](#)

[Add/Select](#)

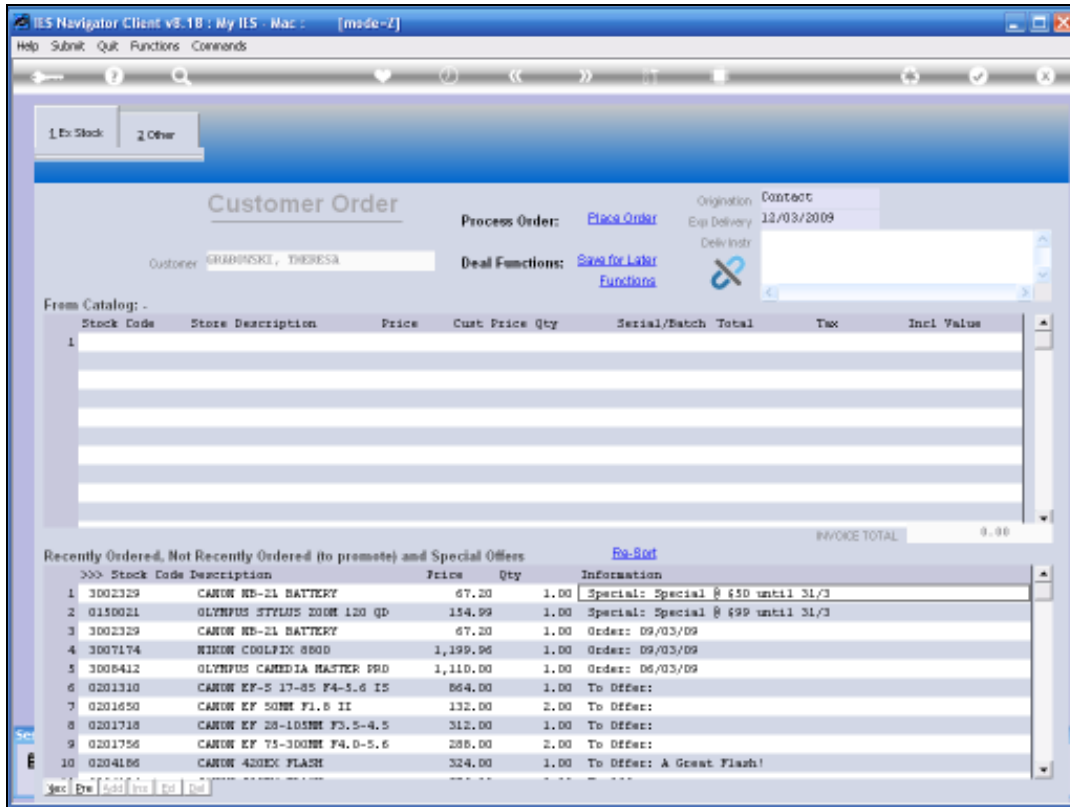
	Stock Code	Quantity	Text / Info
1	02-01310 CANON EF-S 17-85 F4-5.6 IS USH	1.00	
2	02-01650 CANON EF 50MM F1.8 II	2.00	
3	02-01710 CANON EF 28-105MM F3.5-4.5 USH	1.00	
4	02-01756 CANON EF 75-300MM F4.0-5.6 USH	2.00	
5	02-04186 CANON 420EX FLASH	1.00	A Great Flash!
6	02-04194 CANON 580EX FLASH	2.00	
7	02-05290 CANON RS-60EX/60EX3 REMOTE CONTR	1.00	
8	02-05296 CANON RS-60EX3 REMOTE SWITCH	2.00	
9	02-41640 # NIKON 70-300MM F4-5.6 AF-G DLX	1.00	
10	02-43138 NIKON SB-600 FLASH	2.00	
11	02-43140 NIKON SB-800 FLASH	1.00	
12	02-44450 NIKON RL-15 REMOTE	2.00	

Sec E

Sec Eve Add Inv Del Del

Slide 14

Slide notes: Any of these Items can be found in the Retail Catalog, but by listing them here, they are primary Items to be offered during Contact Marketing, and are listed at the bottom of all Order screens, to be specially marketed.



Slide 15

Slide notes: And here, at the Customer Order screen, we can now recognize the same Items.