



Making the Most of Your Supplier Markets

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WHAT YOU'LL LEARN

How Paladin Helps Optimize Supplier Markets Visits

Mobile Access

- Inventory Statistics
- Store Performance

Paladin Pilot

- Remote monitoring and management (RMM) for your business.

Mobile2 Suite

- Mobile2Deliver™ - Mobile2Sig™
- Mobile2Show™ - Mobile2Checkout™

Supplier Markets

Retail suppliers hold one to three buying markets per year.

Opportunities:

- Discover new products
- Get discounts on inventory purchases
- Network with supplier reps and vendors
- Get hands-on training at Paladin User meetings



Supplier Markets

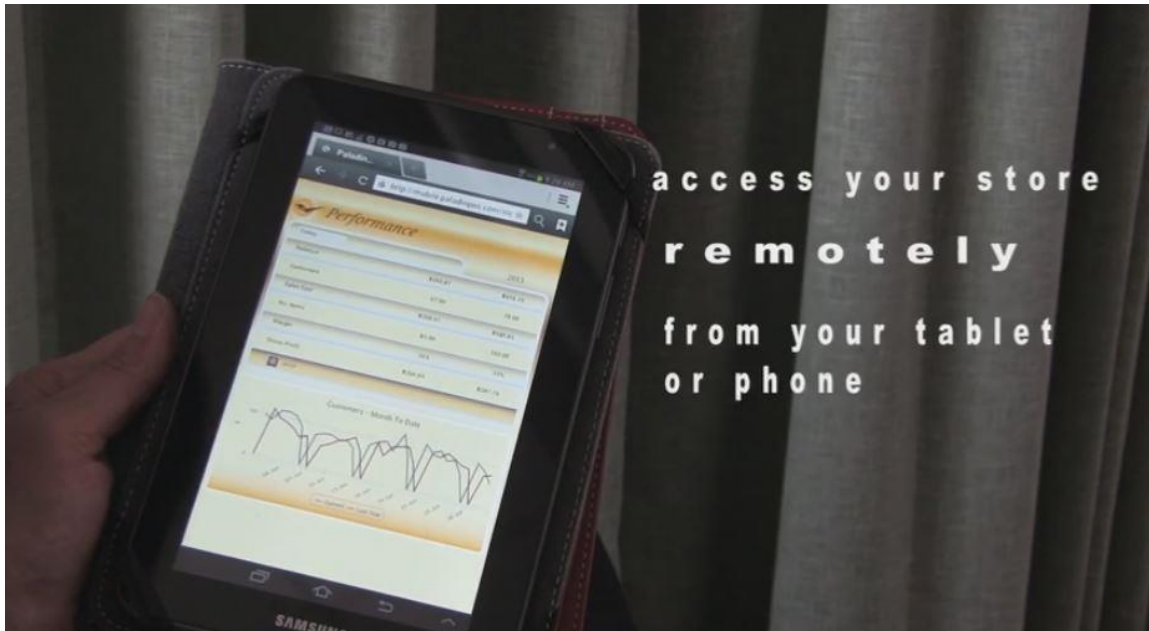
Challenges:

- Time away from business
- Accessing store inventory data while at the market
- Tracking store performance – sales, deliveries, customer service
- Performing back-office operations – workforce management, customer management, bookkeeping



How Paladin Helps You Optimize Your Visits to Supplier Markets

Mobile Access: Make informed buying decisions!



Paladin's Mobile Access puts your store's inventory right on your phone. While you're at the market, access:

- Inventory on hand
- Number of items sold over past month or year
- Prices paid for individual items

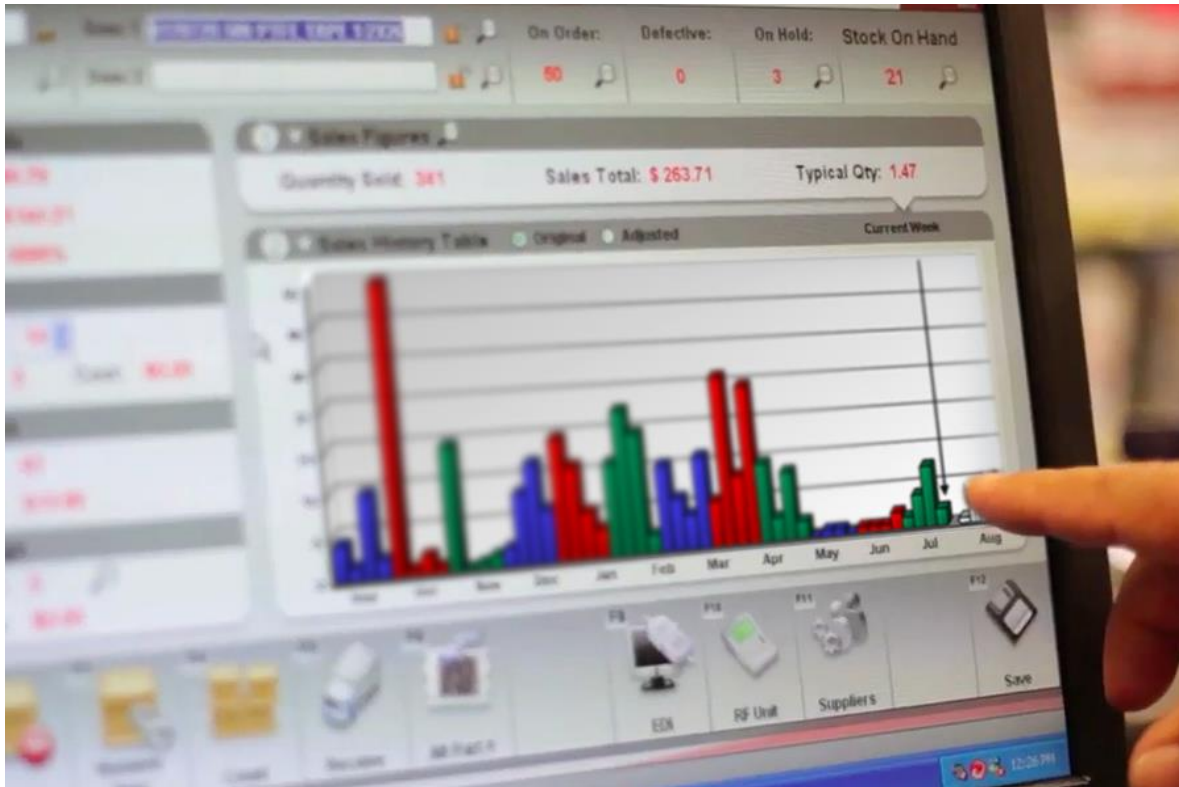
Mobile Access: Keep Track of Store Performance!



Paladin's Mobile Access lets you view your store's performance data while you're at the market.

- Daily
- Monthly
- Year over year

Paladin Pilot: Running the Show from the Show



Paladin Pilot is a remote monitoring and management (RMM) application that allows you to run your business while you're away.

Access your business network through an internet connection to perform all back-office operations.

- Daily bookkeeping
- Workforce management
- Inventory control
- Product sales and promotions

Mobile2 Suite: Optimizing Business Mobility



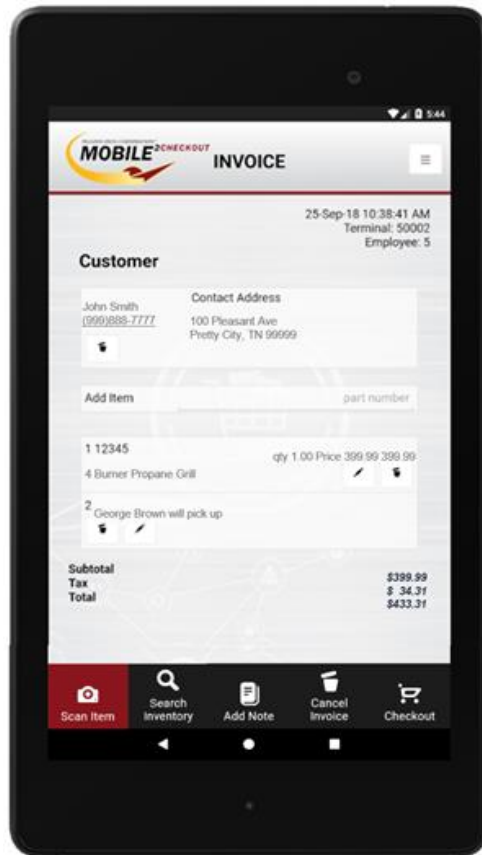
Mobile2Checkout™ - Sell items in your store from anywhere, anytime in real-time.

Mobile2Deliver™ - Electronically schedule, adjust and track inventory deliveries.

Mobile2Sig™ - Capture customer signatures for outdoor transactions or delivery receipts on enabled smartphones.

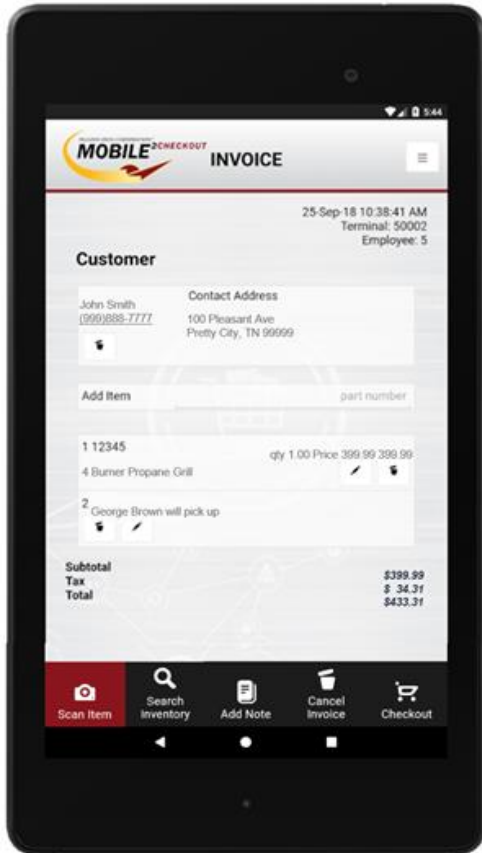
Mobile2Show™ - Wireless monitors for customer-facing real-time invoice display and signature capture.

Advantages of Mobile2 Suite



- Mobile2 Suite included in your monthly Paladin subscription.
- FREE with exception of the device itself and optional monthly mobile service.
- Runs on WIFI and/or a mobile connection.
- Paladin Support will setup the Mobile2 app on your device.

Mobile2Checkout™ Features



- Sell items in your store from anywhere, anytime in real-time.
- Scans items into invoices via smartphone camera, store inventory searches, or item part numbers can be manually entered.
- Honors most forms of payment, including credit cards.
- Builds and stores quotes to sell from your store at a later time.
- Searches your customer database and associates customers with an invoice.
- Use on virtually any Android tablet.

Mobile2Deliver™ Features

- Track deliveries electronically.
- Edit delivery quantities and notes.
- Take digital photos of deliveries.
- Modify an invoice item's quantity and price.
- Accept customer signatures on mobile devices.



Review: Making the Most of Your Supplier Markets

- Preparation is key to a successful buying trip.
- Work with your sales reps.
- Know what you want and need.
- It's not all about merchandise – education and networking help you build your business.
- Paladin technology maximizes the effectiveness of your trip.
- Mobile Access gives you access store data to make informed buying decisions and check on store performance.
- Paladin Pilot lets you manage your store while your away.
- Mobile2 Suite optimizes operation mobility.



Check out our [Winter 2019-20 Release Guide](#) on the Help Portal.

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