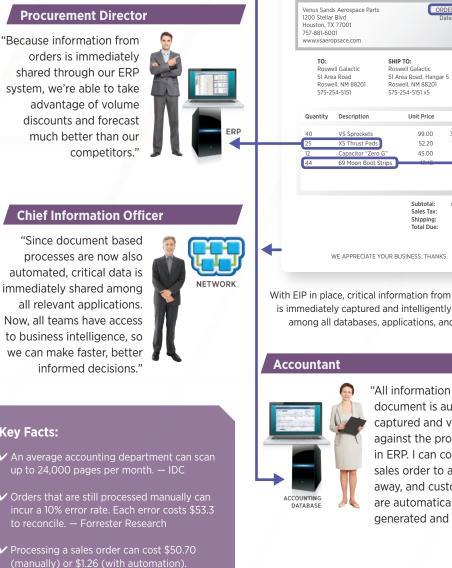
# How One Sales Order Impacts Five Corporate Stakeholders



"Since document based processes are now also automated, critical data is immediately shared among all relevant applications. Now, all teams have access to business intelligence, so we can make faster, better informed decisions."

## **SALES ORDER**





6572.80 402.58 350.00 7325.38

With EIP in place, critical information from a sales order is immediately captured and intelligently distributed among all databases, applications, and people.

> "All information from the document is automatically captured and verified against the product data in ERP. I can convert the sales order to a sale right away, and customer bills are automatically generated and sent."

#### **Customer Service Rep**



"Actually, I don't have to transfer you to another department for that answer. I have access to all transactional info including an image of the actual order. Let's have a look ..."

#### Salesperson



"I can see orders from all my accounts instantly in the CRM from my mobile device. That allows me to upsell related services at the right moment. I don't have to bother Accounting to confirm order status. either."



Enterprise Imaging Platform is a valueadded middleware that automates complex business processes by integrating enterprise applications and document based information flows.

### **Key Facts:**

- ✓ An average accounting department can scan up to 24,000 pages per month. - IDC
- ✓ Orders that are still processed manually can incur a 10% error rate. Each error costs \$53.3 to reconcile. — Forrester Research
- ✓ Processing a sales order can cost \$50.70 (manually) or \$1.26 (with automation). -Forrester Research