WORKING DOC FOR ADILAS SALES FLIERS:

SYSTEM PLAYERS:

Inside of Adilas there are 12 main groups we call “system players”. These main system players hold, organize, and store your data to reflect your business operations. They are:

* Customers
* Invoices
* Quotes
* Vendors
* PO’s (Purchase Orders)
* Parts (Inventory Items or Business Services)
* Stock/Units (Serialized Inventory)
* Deposits
* Expense/Receipts
* Employees/Users
* User-Maintained Balance Sheet Items
* Elements of Time (Calendar & Scheduling)

There is no limit to the number, or usage, of each player. These players work together to track your business operations and needs. Your data, your way!

Customers • Invoices • Quotes • Vendors • PO’s (Purchase Orders) • Parts (General Inventory Items) • Stock/Units (Serialized Inventory) • Deposits • Expense/Receipts • Employee/Users • User-Maintained Balance Sheet Items • Elements Of Time (Calendar & Scheduling)

ECOMMERCE:

### E-Commerce

Adilas automates the e-commerce experience. All inventory is tracked and updates in real-time as people purchase from your website. Custom skins brand Adilas with the look and feel of your company. Because e-commerce is attached to Adilas, all purchases from e-commerce immediately affect the inventory database within the system. This makes your e-commerce a direct asset and connection to your business.

##### **ADILAS E-COMMERCE**

A powerful solution to your E-commerce needs. This powerful new E-commerce template for Adilas contains a vast amount of upgrades. Some of these upgrades include a pricing matrix for shipping, per line item shipping costs, custom e-mails for quotes/order and invoices. Four new display options, online bill pay, invoice and quote options and so much more. Over 100 new settings have come into this new template to make it more dynamic, more powerful, and more customizable. [Watch our into video](https://www.youtube.com/watch?v=BB9vvjcTbJA), [take a tour](https://www.youtube.com/watch?v=tOMo-lUCc84)

##### **ADILAS E-COMMERCE PROVIDES**

* Customizable
* Advanced e-mail settings & E-mail departments
* Advanced shipping options
* Online Bill Pay
* and so much more

Adilas automates the e-commerce experience. All inventory is tracked and updates in real-time as people purchase from your website. Custom skins brand Adilas with the look and feel of your company. Because e-commerce is attached to Adilas, all purchases from e-commerce immediately affect the inventory database within the system. This makes your e-commerce a direct asset and connection to your business.

Adilas automates the e-commerce experience. All inventory through e-commerce is real-time. Purchases automatically effect your inventory values within your Adilas system. Live quantities are displayed on the web.

All inventory is tracked and updated in real time as purchases are made from your website. Custom interfaces allow e-commerce to take on the look and feel of your company.

NOTES ON SALES FLIERS WITH BRANDON 1/22/19 & 1/29/19:

\*\*\*SELF-SERVE MODEL - Explain realistic expectations for our model - We leave it in your hands - you are on your own to be successful and find the people that will help you be successful
-ADILAS really shines when you work with a rep/consultant - determine your work flow, start with different bite size pieces & achievable goals all at first, set an achievable goal with the realistic learning curve,

-Custom needs/work needs to be processed through a Project Management process - determine scope of work, time frame, quote

-Requirements are to pay your monthly but to truly be successful you really want to get a rep/consultant for training, for managing the system, for

-Looking around a $2000-$5000 to get up and going with training and setup or more to get into the game - even an EZ setup often needs data migration, start up, training,

-This system does take work and input for it to give you the outputs you want - how to say this well in a sales pitch???

RESOURCES/INFO:

Info from Brandon: link to some good (older) info: https://www.adilas.biz/intro\_to\_adilas.pdf

See this element of time for notes from the session with Kelly. Just search for the word Kelly and you will find the MS Word doc. <https://www.adilas.biz/top_secret/time_web_gallery.cfm?corp=748&id=3957>

Brandon sent another email with a graphical flyer that has a nice flavor and may give us some ideas.

\*\*\*HOW TO BE SUCCESSFUL PAGE -

-Re-listen to Kelly’s portion of training for some notes, ideas, etc.

-Is this a good fit or a bad fit for this client?

-This is not a fit for everyone - some people LOVE Adilas and it is not a fit for others - the product has so many capabilities and great potential - what do they want to do with it??

-Adilas is not for everyone and it is important for the client to decide and to make that decision?

-If you are detail oriented and want some of the things your system can give you….

-You have to invest in Adilas to be successful in Adilas - “we sell potential”

-The word “standard” has come up from multiple clients. They have told multiple of us, “What? This should be standard.” When they have thousands of other features at their fingertips. We are an AS-IS product. We have so many features and pros and we will keep building and improving, but anything that you want beyond what is there and our development process is custom and will be motivated by the client and where they want product

-Kelly has an initial consulatation with clients to see if Adilas is even a good fit for them. What is it that they want? Does that fit well with Adilas? What are their needs, biggest goals, desires? Get an idea of what their needs and biggest pains are before demoing.

-How do we do this to help sales but we want to sell it to those who really want what we have to offer. We want to give realistic expectations so we can all have a better experience and have success.

-Get the top 10 data points before we look to move to further versions, things

-It can do so many things it makes you assume you can automatically walk in and get anything you want… There is SO MUCH that it can do but depending on how it gets presented you have different expectations.

-Even though it can do SO MUCH - you really need to have an understanding of HOW we really operate and WHAT it really takes to operate before you decide

-Current basic requirements are setup & a monthly - but clients really need someone (consultant) to help them be successful

-We are small & in order to keep our costs low and their monthly costs low we have the training as an external feature and product/service

-We need to clear the assumption that we do everything - it is on them

-How do we help people get good clients? - The Marketplace

-A lot of client’s success depends on training and consultant

-Instead of EZ setup at $1000 - maybe we need to be at least $2000 and add training in there because that is a must

-People like our price, our functionality, customizability - we need to clarify other points of concern

\*Re-watch Kelly’s session & takes notes - follow-up with this next time

-We need to setup some ground rules - boundaries - this is how we play and this is what you can realistically expect from us.

-May want to mention about hardware, software, merchant processing - you have to set these things up or have that setup process and training….

-We can do almost anything that people want but who is putting gas in the tank… We need to have boundaries ourselves - establish those, establish those ground rules and help people understand how they need to play in our environment - we get to determine how we play and then we can allow people to choose if they want to play in our world and environment.

-Common verbage so that we can communicate who we are, what we do, how our model works… There is not a contract, this is how it works and this is what you are getting into?