



Fact Sheet

Dynamic Office Software

Our major selling points

- The greatest activity in any office is the generation of quotes & the inputting of new product & new supplier information.
- The efficiency of any software is diminished if products are not in the available product database & manual input is then required.
- No other company can provide a product database of more practical use to you as a UK distributor. Sourcing City contains the world's largest database of UK suppliers, plus major suppliers from Europe & the Far East.
- The Sourcing City Shopping Trolley automatically draws the products you are viewing, & at the same time the suppliers' details, and automatically adds them to your own Dynamic Office Software database.
- We have a total of 90,000+ products from over 2500+ suppliers worldwide.
- We can also upload product ranges & price lists from your catalogue group or favourite suppliers.
- We offer Flexible Payment Terms.
- Dynamic Office Software is the only option literally built by people who have worked directly as a distributor.
- Free online demonstrations just a phone call away.

Dynamic Office Software Main Features

- Quotations with Automatic Pictures.
- Profit Margins clear to your team on every quotation & order.
- Ideas Lists for your customers.
- Multicurrency Quotation option.
- Sample Ordering & Price Requests.
- Artwork Proof Approval Process.
- Purchase Orders to Multiple Suppliers.
- Full Order Progress Chasing system with fail safes.
- Automatic Customer Order Despatch Advice.
- Invoicing & optional link to Sage & other specialist accounting software.
- Integral Customer Database or link to your own CRM.
- Integral Product Database & Download Links.
- Limited Stock Management for Client Corporate Ranges.
- Management Reporting: Sales Performance, Profit & Margin Performance, Productivity Performance, Product Analysis, Invoice Forecasting, Profit by Customer, Spend by Supplier and lots more
- Automatic link to MS Outlook, Act!, Sage & other major software packages.

Us v Our Competitors



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- There are a variety of software options now in the promotional merchandise industry & we can honestly say they are all proven systems & can do a job for you.
- What do our customers say; Our customers tell us that our main competitive points are that:
 - ◆ Dynamic Office Software is easy to operate & provides valuable management information.
 - ◆ They also tell us about the real efficiencies & savings they have made in not needing to employ more admin staff.
 - ◆ Plus, of course the major time saving from the Sourcing City product data downloads.
 - ◆ If you like to ask them yourselves, we can give you a random list of our customers to call.
- Purchase Flexibility: We offer flexible payment terms, outright software ownership & no contractual 'tie-in' to us.
- Bespoke System: Dynamic Office Software is a bespoke build on the internationally available QuoteWerks software, rather than a bespoke build by an independent software company. Any totally bespoke system of course also means you are tied into one supplier long term. Our system gives flexibility to stay with us, or to go in any direction you wish in the future. (Major companies who use QuoteWerks include: Sony & IBM)
- Total Business System: Some bespoke systems in the market offer what they call a 'Total business system'. We offer a complete solution by bringing together market leading specialist software. Most software contains 'integrated modular' options; ours simply comes from different specialists. Our linking software platforms (Act!, QuoteWerks, Sage, Quick Books *plus other options*) are from international major software companies with all of the significant benefits that this brings. If any independent software development company can make greater development & support investments than Act!, QuoteWerks, Sage, Quick Books combined we would be very impressed.
- Ongoing Software Developments: We continually provide bespoke development & full support to Dynamic Office Software. As your licenses for Dynamic Office Software are purchased from QuoteWerks, you also receive ongoing developments to the base software from QuoteWerks themselves. If you choose, you can also approach any QuoteWerks reseller & they can work on your system immediately.
- Alternative Product Database Links: Categorically, no other company can provide a product database of more use to you as a UK distributor than us. Sourcing City contains the world's largest database of UK suppliers, plus many major suppliers from Europe & Far East. Alternative 'Larger' Databases are on the market, however, our research discovered that these are European built & they predominantly contain European product & suppliers, rather than UK.
- Service: We have never had a system uninstalled for any reason, including poor service, too complicated or not meeting expectations.
- Cancellation Charges: If you use our system there are no cancellation charges should you want to get out of the contract. In fact we believe so much in our system that we do not have a contract tie-in at all!
- Independence: We do not operate as a distributor in our operating divisions or companies.

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What we don't have

- Marketing & CRM: Dynamic Office does not claim to manage E.Marketing. We provide an integrated link to Act! CRM. Act! are the UK CRM Market Leader and offers proven & quality e-marketing capabilities, diaries & more. Copy documents & tasks are automatically taken from Dynamic Office Software to Act!. We feel the automatic linking of the specialist systems is a great solution.
- Accounts: We recommend Sage or Quick Books Accounting. Using our optional 'Connect-It' import link to 'Sage' we can ensure there is no duplicate entry of invoice information. 'Sage' is the UK Market Leader for accounting software & as this is the most critical element of any business, it is a benefit to have the assurance of this major player.
- Stock Management: We do not claim to offer comprehensive stock management. However, our software does contain limited Stock Management for Client Corporate Ranges.
- Bells & Whistles: Dynamic Office Software is built for a specific job - to do what a distributor needs to run an efficient business. Having been in the industry for 25 years we have been able to put every ounce of our experience into our system & it is doing a satisfying job for our current distributor customers.
- The Big Reason for having Dynamic Office Software, is that Dynamic Office automatically links directly to Sourcing City through the Shopping Trolley, plus our software does exactly what it 'says on the tin!'

If you would like any more information please just give Alistair a call on: 01483 535276

We believe our business management software speaks for itself, so we thought you might like to know what our customers say:

Mike Smith: ORB International "Thanks for all the tremendous effort you put into the install and on training the software, the team are all really enjoying using it, and we are already seeing the benefits!"

Andrew Turner: AMT Marketing "There is no doubt Dynamic Office has speeded our business growth & taken our quotation presentation to another level. It has also enabled my team to handle more work & saved me from employing staff as soon as I would have before. What is most amazing is that I was told that the system could increase our gross profit margin - & it has by 2%. I like investments that pay for themselves!"

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Marc Penn: Blue Fish Business Promotions "Having used system software in the past, Dynamic Office is by far the most effective and time efficient software we have worked with!"

Simon Kelly: Insight Promotions "Dynamic Office Software has revolutionized the way we do business - our ability to respond quickly and efficiently to our clients enquiries, orders, and progress chasing has surpassed our expectations. I cannot recommend this system highly enough!"

Damien Davinson: Mustard Merchandise "Without the use and facility of Sourcing City, combined with the Dynamic Office Software system, Mustard Merchandise would not be as efficient and successful as we have been over the last 12 months."

Mitul Patel: Face 2 Face "Since using Dynamic Office for the last quarter we have experienced a 7% increase on our gross profit margin from the previous quarter. The software system has allowed us to become more efficient with our daily tasks and has allowed us to produce more quotes in a day than we ever have in the past. The reporting element has provided us with historical data immediately flagging areas that are underperforming, so that we can resolve the issues before they are too late.

Once we had been sold the system we weren't left to our own devices to work out our problems on our own, the friendly dynamic team are more than willing to spend time with us and at no extra cost!!! We would be more than happy to recommend the dynamic office software system to others as it has had a huge impact on our business and sales figures."

Don't just listen to us, ask our customers!

We are are happy to put you in touch with any of our customers, & you can hear what they have to say about what we deliver. We also have customers who have used other systems, & they could tell you why they swapped.

If you would like any more information please just give Alistair a call on: 0844 504 5000



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Some Interesting Facts

- Did you know:** 55% of the Total Market Spend is through Sourcing City Distributors
- Did you know:** Over 85% of All Distributors with a 'Turnover of £1m+' use Sourcing City Daily
- Did you know:** Over 350 Quality Distributor Companies use Sourcing City to Source Products
- Did you know:** Sourcing Planet is the UK's only 'Product Database Driven' Sales Lead Generator
- Did you know:** Sourcing City manages over 70 Skin Sites for UK Distributor Companies



Your Own Customer Area in Sourcing City:

- See copies of your Ideas Lists & other Dynamic Office Lite documents
- See which of Your Team are using Sourcing City
- See the New Suppliers Your Team is Finding • See Your Own Most Popular Suppliers & Products
- See list of Top 250 Suppliers
- View Our Market Analysis, Most Popular Themes, Most Popular Item Types & more
- Quickly Add New Users Online. (& Delete Old Users)
- Change Your Company Password
- See Your Sourcing Planet Free & Charged Sales Leads (If applicable)



Create Free Virtual Samples in Sourcing City

ask us how you can:
Add to Your Own Website



vCat Virtual Catalogue create you own!

Technologo.com
YOUR BRANDING LABORATORY



Free! Business Management System

Simple to use & part of your Sourcing City package!

Manages Your Ideas Lists, Customer Quotations, Purchase Orders, Customers Acknowledgements & Invoicing - You can even create E-Shots for Your Marketing Campaigns!

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