

## Samples Management

### OVERVIEW:

Offer your customers an easy-to-use automated sample request and fulfillment system that allows you to capture the important customer data you need for each sample request that is fulfilled, even if it's fulfilled from a distributor. Your customers and extended team will have complete visibility from request to fulfillment, including shipment tracking information. Easy integration allows you to tie your Samples Management system to your Opportunity Tracking, Price Manager and Support systems, as well as most ERP systems.

### BUSINESS BENEFITS:

#### Boost Customer Satisfaction

With a 'closed loop system', you will improve your customers' experience in acquiring samples because sample requests are tracked from beginning to end. That means requests will not get lost, the response time will be faster, follow-up will be consistent, and customers will be able to track their request and shipment status.

#### Increase Design Wins

The NehaNet Sample Tracking system can increase your design wins by giving you the option to log each sample request as an opportunity that can be monitored and followed-up by a sales person. For example, a company that does between fifty and one hundred samples per month can realize up to five or even ten new opportunities.

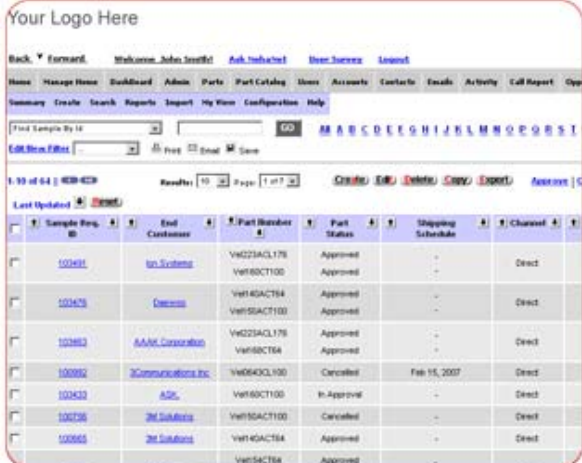
#### Minimize Overhead

The NehaNet system will help ensure that you only ship samples to valid opportunities, instead of stocking up someone's home workshop or lab cabinets. Your team will spend less time processing requests manually and your ship & pack costs will become even more manageable.

#### Improve Productivity

Your extended sales team will be able to easily request samples that are fully trackable without waiting for an email reply or return phone call. Your company will be able to achieve very efficient response times and accurately ship trackable samples which will mean less time and effort for your sales, support and fulfillment teams.

*“The system has streamlined our sample request process, increasing speed and reducing costs.”*



The screenshot shows a web application interface for sample management. At the top, there is a navigation bar with links like 'Home', 'Manage Home', 'Dashboard', 'Admin', 'Parts', 'Part Catalog', 'Users', 'Accounts', 'Contacts', 'Emails', 'Activity', and 'Call Report'. Below this is a search bar with a 'GO' button and a dropdown menu for 'Find Sample By ID'. A table of sample requests is displayed with columns for Sample Req. ID, End Customer, Part Number, Part Status, Shipping Schedule, and Channel. The table contains several rows of data, including sample requests for 'Ion Systems', 'Deacons', 'AAAM Corporation', '3Commsolutions, Inc.', 'ASG', '3M SubMatrix', and '3M Solutions'.

Sample Req. ID	End Customer	Part Number	Part Status	Shipping Schedule	Channel
100491	Ion Systems	VN023ACL176 VN160CT100	Approved	-	Direct
100476	Deacons	VN140ACT64 VN155ACT100	Approved	-	Direct
100483	AAAM Corporation	VN023ACL176 VN160CT64	Approved	-	Direct
100092	3Commsolutions, Inc.	VN064Q3100	Cancelled	Feb 15, 2007	Direct
100432	ASG	VN160CT100	In-Approval	-	Direct
100736	3M SubMatrix	VN155ACT100	Cancelled	-	Direct
100665	3M Solutions	VN140ACT64 VN15ACT64	Approved	-	Direct

*“The end result has been a shorter sales cycle and the elimination of non-value add administration costs.”*

