

CUSTOMER & ORDER MANAGER

Speed up your selling and wow your customers

What is Customer and Order Manager?

Leverage Cavallo's on-premises operating module to add power and precision to your customer and order activities, with features designed specifically for distributors' unique operational needs. This solution has all the tools you need to open and close a sale, while eliminating opportunities for human error and boosting customer satisfaction rates.

You should invest in Customer and Order Manager if:

- You're dealing with significant human error during the order-entry process
- You're looking to speed up your sales cycle
- Order quoting is time-consuming and laborious

What does it look like in action?

This solution is designed to increase the efficiency of your selling and order-entry processes. Users can easily create orders, invoices, and returns; search inventory availability; access sales history; and generate reliable quotes in a fraction of the time they're accustomed to. Keep tabs on customer account details with quick access to their sales and item history, address, and payment information, as well as account notes and reminders for impressively personal customer service.

Customer and Order Manager Professional extends your operating power even further, with features like:

- Item Matrix functionality to manage custom products or inventory with lots of variations

- Item Replacement, a tool that suggests similar alternatives if a certain item is unavailable
- Excel Input
- Sales Analysis
- User Defined Fields

For larger operations, Customer and Order Manager Enterprise includes:

- Advanced Ordering
- Blanket Orders
- Recurring Sales
- Counter Sales
- Distribution BOMs
- Dashboard visibility for account management

How can I expand my software tool kit?

While Customer and Order Manager is designed to handle your sales-specific tasks, this solution is just one piece of a full-service distributor designed solution optimized to elevate your business processes. Build out your complete distribution software solution with Cavallo's additional features, as well as modules that include next-level functionality like automated tasks and workflow, CRM tools, EDI, barcoding, and much more. Elevate every process of your distribution management, from selling to order fulfillment to shipping and payment collection, and accelerate their efficiency by uniting them under one powerfully flexible solution.

