

ActiSales MobileSales Desktop Edition by e-Nabler Corp.

Overall Rating**8.53****Product Name**

ActiSales MobileSales
Desktop Edition by e-
Nabler Corp.

Reviewed By

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Date Reviewed

October 5, 2005

Summary

ActiSales MobileSales 2005 Desktop Edition for QuickBooks is a sales force automation solution providing sales professionals with the ability to enter sales orders, accept and record payments, access product pricing, utilizing a handheld device. ActiSales transmits data seamlessly to QuickBooks utilizing desktop synchronization "to and from" a handheld unit to a central location where the accounting software resides eliminating the need for double data entry.

Strengths

ActiSales does not require the end-user to purchase software, servers, or modems as it is a hosted-application and is Internet driven. The only requirements are a hand-held personal computer, a high-speed Internet connection and QuickBooks software. Once connected to the P.C. data can be synchronized directly to the back office, which will in turn process all of the updated transactions in QuickBooks.

Limitations

QuickBooks must be open in order for the updates to process within the software. E-Nabler has advised that this functionality will change with the release of QuickBooks 2006.

Wish List

The product speaks for itself and works as promised. However, the end-user experience regarding self-implementation was difficult. Product documentation regarding installation was self-explanatory, but utilization of ActiSales in conjunction with QuickBooks lacked documentation. For the technically savvy person, you can ultimately figure out the process of entering data and syncing it up to QuickBooks, but for the layman, excellent customer support would be required to make up for the lack of user documentation.



Product Ratings	Rating
<p>Setup and Installation: The user documentation for set up and installation were easy to understand. The ActiSales team offers set up and configuration of the hand-held unit and will do so upon end-user request. The QuickBooks interface must be installed on a standard P.C. where QuickBooks is located. This set up was seamless and easy to follow.</p>	8.5
<p>Interface: The interface is transparent to the end-user. Information entered into the hand-held unit is uploaded utilizing a synchronization process and is “validated” in the back-office application. During synchronization the data is then returned and automatically populated in QuickBooks. The only end-user requirement is to put the hand-held in its cradle and start the synchronization process.</p>	9.2
<p>Features: The most useful features were the ability to import customer sales transactions, invoices, and payments directly into QuickBooks allowing for a one-step transaction process rather than a two-step re-keying of data. The user will benefit by better inventory management, faster invoicing, better data accuracy, probably resulting in better cash management.</p>	9.0
<p>Follow-through on Claims ActiSales makes the following claims on the QuickBooks Solutions Marketplace:</p> <p><i>ActiSales Mobile Sales Desktop Edition makes available to the QuickBooks user the same advanced sales force automation systems that once were only available to big companies. Benefits</i></p> <ul style="list-style-type: none"> • Ability to create orders and transmit them to QuickBooks with no errors therefore accelerating invoicing and cash flow • Ability to print a sales order confirmation with the collected client’s signature • Reduce costs by eliminating pre-printed order forms • View products details like image and inventory. <p>Given the limited scope of this evaluation, it appears as if the claims are supported. This trial did not include managing inventory or printing a sales order remotely, but eliminating those exceptions, the product performed as stated.</p>	8.5
<p>Ease of Use/Service and Support The product was fairly easy to use, but was not necessarily intuitive. User training is required on the hand-held and how the data will actually flow, but this is a training issue rather than a product issue. Interaction with QuickBooks was seamless. The team at ActiSales was supportive and helpful.</p>	7.0

Ratings Definitions

- 10.0 (Perfect):**
This is a very rare score reserved for a product that is as perfect as it could be.
- 9.0 to 9.9 (Spectacular):**
A product that receives a rating in this range succeeds at meeting all of its intended users’ needs and has no major drawbacks.
- 8.0 to 8.9 (Excellent):**
A product that receives a rating in this range is superior in so many ways that its few drawbacks do not have much negative impact.
- 7.0 to 7.9 (Very good):**
While the strengths of a product scoring in this range certainly outweigh its weaknesses, it has some minor faults that users should be aware of.
- 6.0 to 6.9 (Good):**
This range represents a product that is above average. Its strengths outweigh its weaknesses, making it good for most uses but not a standout.
- 5.0 to 5.9 (Average):**
A product that scores in this range is functional but unremarkable.
- 4.0 to 4.9 (Mediocre):**
Products in this range are below average. They fall in the middle of the pack for most features, but suffer from a few additional major flaws.
- 3.0 to 3.9 (Poor):**
A customer should probably not consider purchasing a product in this range or lower. There may be one or two specialized circumstances, however, that could justify the purchase of this product for a very low price for a specific demand.



QuickBooks®

PROADVISOR

Data Security

Handheld units are password protected. It is necessary to determine if the individual will have access to QuickBooks in order to perform the upload.

8.0

Privacy

The company has a very comprehensive, well-documented privacy policy, which is displayed to the end-user at the time of installation.

9.0

Integration with QuickBooks

The ActiSales application integrates seamlessly with QuickBooks. The benefits of timely transfer of information will be solely dependent upon the end-user providing staff-members access to QuickBooks

9.0