

## PROADVISOR review

# *bmobile Sales*<sup>TM</sup>

Overall Rating 8.75

### Product Name

bmobile Sales

### Reviewed By

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### Summary

bMobile Sales<sup>TM</sup> is a mobile sales system designed for QuickBooks® users. bMobile Sales<sup>TM</sup> provides small to mid-size companies with the ability to extend their sales and inventory control beyond the office. bMobile Sales<sup>TM</sup> provides a mobile sales system to create sales orders, estimates, & invoices, process payments, track inventory movement, print reports and print invoices in the field. bMobile Sales<sup>TM</sup> eliminates redundant data entry of mobile sales invoices, and has been designed for use with Pocket PCs or handheld mobile computers.

### Strengths

bMobile Sales<sup>TM</sup> gives your mobile sales force an edge by providing them with instantaneous access to your most current customer database, inventory listings and up to date pricing for new sales processing and invoicing. New sales and inventory data can be collected in the field at the point of sale and can be imported into your QuickBooks software on a real-time basis.

### Limitations

Information moved to QuickBooks automatically populates the appropriate QuickBooks fields. So for example, if a payment is made in the field, the customers account records are automatically reflected to update the payment. This is only one person's opinion, but I would much prefer to see some sort of control point where payment postings require an approval before adjusting your receivable balances, and/or cash balances. For a small company this may not present a problem, but for the mid-sized company with multiple individuals responsible for accounting functions, this will make the accounts receivable a constant moving target that will be difficult for them to manage, and in my opinion, compromises reporting. This statement may seem to contradict the outlined strengths, but it doesn't. I believe the import on a real-time basis is a great feature, but there should be control points or better yet, approval points prior to the transactions being populated in QuickBooks.

### Wish List

None other than what was stated as a limitation.

Product Ratings	Rating	Ratings Definitions
<p><b>Setup and Installation:</b> Set up and installation takes some configuration, but it is not particularly difficult.</p>	8.0	<p><b>10.0 (Perfect):</b> This exceedingly rare score is reserved for a product that is as perfect as it could be.</p>
<p><b>Interface:</b> The interface is seamless.</p>	9.0	<p><b>9.0 to 9.9 (Spectacular):</b> A product that receives a rating in this range succeeds at meeting all of its intended users' needs and has no meaningful drawbacks.</p>
<p><b>Features:</b> The bMobile sales system consists of two software applications and a handheld mobile computer. bMobilePORTAL™ is the desktop software for the mobile sales system. This PC application integrates into QuickBooks, and locates and delivers select data to the mobile computer software.</p> <p>It also will retrieve data from the mobile computer software for automated entry into QuickBooks for accurate invoice and payment tracking. The hand-held system and application offers touch screen technology for easy data entry, has quick-select quantity buttons for single screen entry for multiple items being ordered, allows you to print quotes and invoices anywhere with a mobile printer, and also offers barcode scanning capabilities.</p>	9.0	<p><b>8.0 to 8.9 (Excellent):</b> A product that receives a rating in this range is superior in so many ways that its relatively few drawbacks are not very important.</p> <p><b>7.0 to 7.9 (Very good):</b> While the strengths of a product scoring in this range certainly outweigh its weaknesses, it has some minor faults that certain users should be aware of.</p>
<p><b>Ease of Use/Service and Support</b> The product is easy to use, and as long as the configurations are set, there should be no difficulty in running this tool.</p>	9.0	<p><b>6.0 to 6.9 (Good):</b> This range represents a product that is above average. Its strengths slightly outweigh its weaknesses, making it good for most uses but not a standout.</p>
<p><b>Data Security / Privacy</b> BMobile has an Optional Security which is a standard feature on the new 2009 release. There is no additional cost to have this feature. The "option" is whether or not to use the password feature. The level of protection is reasonable given the target market for this product.</p>	8.5	<p><b>5.0 to 5.9 (Average):</b> A product that scores in this range is functional but unremarkable.</p> <p><b>4.0 to 4.9 (Mediocre):</b> 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.</p>
<p><b>Integration with QuickBooks</b> This is a simple application that is associated with the QuickBooks customer lifecycle and inventory. The application acts as expected.</p> <p>The QuickBooks integration supports QuickBooks Pro 2004 and current, QuickBooks Premier 2004 and current or QuickBooks Enterprise 2004 and current - US Editions Only, current updates required.</p>	9.0	<p><b>3.0 to 3.9 (Poor):</b> 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.</p> <p><b>2.0 to 2.9 (Terrible):</b> A product that receives a rating in this range does not satisfy any of its intended users' needs and has no meaningful strengths.</p> <p><b>1.0 to 1.9 (Abysmal):</b> A product in this range should never have been produced. This product has no redeeming qualities and worse, may actually harm the user or the user's productivity.</p>