

FMM Seminar

FAST RESULTS FOR THE FAST-PACED Warehousing, Distribution and Mobile Sales Force

November 22, 2012 (Thursday) • 9.00am-1.30pm
Wisma FMM, No. 3, Persiaran Dagang, PJU9, Bandar Sri Damansara, 52200 Kuala Lumpur

*A manufacturer should have a lean supply chain and an effective sales force.
Are your current operations helping to lower costs and
helping your mobile sales force to win more sales?*

KEY INDUSTRY FINDINGS

Global industry trends on warehousing and distribution

- 92% of companies are going mobile
- 82% of companies are going paperless
- 67% of companies are interested in handheld computers for communications

Source: Warehouse of the Future, Sept 2011

Knowing these trends help to plan for changes and to take advantage of new strategies to grow a business!

EFFECTIVE STRATEGIES

Key ways to boost productivity and business bottom line

- ◆ Efficient operations— goods should move through the warehouse more quickly
- ◆ Capture more information at higher accuracy to improve tracking
- ◆ Enable mobile sales team to input on-site orders easily and reduce order processing time from weeks to minutes



EVERYTHING YOU NEED TO INCREASE PRODUCTIVITY AND REDUCE COSTS



Motorola Solutions portfolio provides integrated solutions out of the box, in your hands and straight into action!

The Motorola Mobile Computers enable instant access to business data throughout the warehouse. Electronic work orders are delivered to workers and completed in real time. Bar code scanning provides invaluable error proofing for task accuracy and automatic information collection for each item. The result is ... increased productivity and accuracy!

Your mobile sales team can redefine productivity with the Motorola Electronic Digital Assistant (EDA). By providing desk-top like application in a rugged mobile device, the salesperson has mobile access to critical customer insights and mobile tools to perform tasks more efficiently. The result is improved service, more on-site merchandising and higher customer retention and loyalty!

FREE FOR FMM MEMBERS

- Meet technology experts to learn how to transform warehousing, distribution and your sales force into a profitable business driver!
- Motorola Solutions partners with leading third party developers and system integrators would be sharing information on productivity-enhancing applications that are specifically designed for Motorola devices.

PROGRAMME:

- 9.00am—9.30am** Registration/ Breakfast
- 9.30am—10.15am** **Motorola Warehouse Management Technology**
By Mr Phillip Leong—Director, Business Development, APAC, Supply Chain & Manufacturing, Motorola Solutions
Highlights of the latest Motorola products designed for warehouse operations and highly specialised supply chains, enabling manufacturers to keep up with increasing customer demands and inventory turnover
- 1030am—11.15am** **Epicor Distribution Solution for Warehouse and Supply Chain Management**
By Mr Robin Chao, Regional Sales Director, Epicor Software (Asia) Ptd Ltd
Demonstrating Epicor Supply Chain Management (SCM) solution that goes beyond traditional ERP with ready integration of WMS capabilities
- 11.15am—12.00pm** **Motorola Sales Force Automation (SFA) & Epicor Mobile Sales Assistant Solution**
By Mr Robin Chao, Regional Sales Director, Epicor Software (Asia) Ptd Ltd
Empower sales people with mobile access to critical customer insights and mobile tools to perform tasks more efficiently. Technology that moves towards achieving better customer service, more on-site merchandising and higher customer retention and loyalty
- 12.00pm—12.30pm** Q&A Session
- 12.30pm—1.30pm** Lunch

WHO SHOULD ATTEND

CEO, CFO, COO, CIO, IT Managers, and Operation Managers in Warehouse, Supply Chain, Logistics, Sales and Marketing

The seminar is sponsored by



MOTOROLA SOLUTIONS

Tele Dynamics

EPICOR

REGISTRATION

Admission is by prior registration. Complete and return the Registration Form by **November 19, 2012**. Cancellation must be in writing to FMM. FMM reserves the right to cancel or reschedule the programme. All efforts will be taken to inform participants of changes.

For enquiries and registration, kindly contact:

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REGISTRATION FORM

To: Federation of Malaysian Manufacturers (FMM)
Wisma FMM, No 3, Persiaran Dagang, PJU 9 Bandar Sri Damansara, 52200 Kuala Lumpur
(Attn: Cik Siti Hajar, Membership & SMI Division)

Submitted by:

Name: _____

Company: _____

Tel: _____ Fax: _____

Email: _____

Please register the following participants:

Name: _____

Designation: _____

Mobile No: _____

Name: _____

Designation: _____

Mobile No: _____