

Ordini Digitali

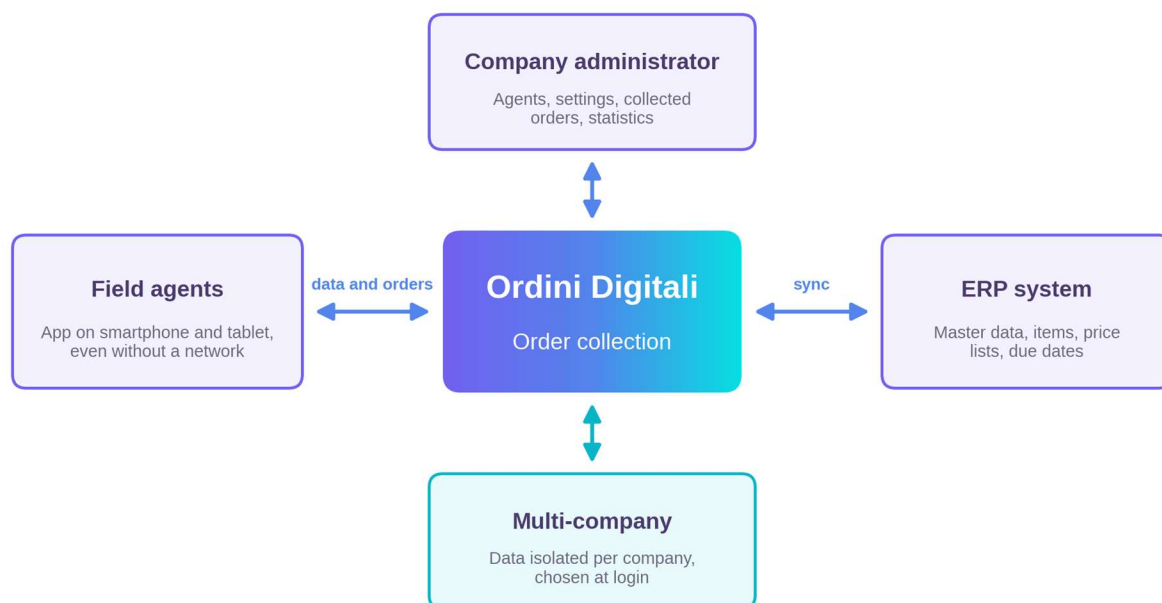
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Ordini Digitali at a glance

THE LINE TO USE AT THE STAND

The app that lets **agents take orders on customer visits**, with the right customers, catalogue and prices, **even without a connection**, and send them to the company **linked to the ERP**.



Ordini Digitali connects field agents, administration and the ERP.

What it does, in practice

- Puts the **customer book, catalogue and customer-specific prices** in the agent's hands, on smartphone, tablet or PC.
- Lets agents **take the order on the visit**, with a guided cart, drafts and company rules on discounts and constraints.
- Works **offline too**: the order is queued and sent as soon as the network is back.
- **Connects to the ERP**: receives master data, items and price lists, and returns tracked orders.

Who to talk to

- **Distributors, wholesalers and manufacturers** with a network of agents taking orders on visits.
- Companies with a **wide catalogue** and **different price lists or terms per customer**.
- Sales networks that often work **without a connection or with an unstable network**.

The problem we solve

Companies with field agents still collect many orders on **paper, by phone and by email**. The result is errors, delays and little visibility on what happens during visits.

Typical situation	Without Ordini Digitali	With Ordini Digitali
Orders on paper, phone, email	Illegible orders, things forgotten, double entry at the office	Guided digital order, no re-typing
Prices and terms per customer	The agent risks quoting the wrong price	The customer's price list, agreements and promotions already in the cart
Weak network in warehouses, cellars or rural areas	Online-only tools don't work	Work offline, the order is sent on return
ERP data far from the field	Outdated master data and price lists at the time of the visit	Customers, items and prices synced before the route
Little visibility for the company	Nobody knows who took which orders for which customers	Collected orders, customers per agent and basic statistics

Benefits and differentiators

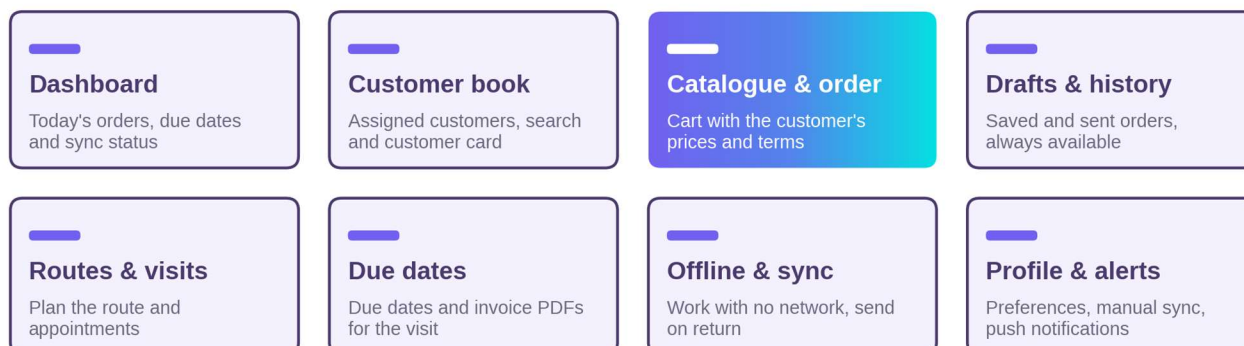
Benefit	What it means for the customer
Faster orders	Guided cart and prices already correct for that customer.
Fewer errors	No transcription from paper, data aligned with the ERP.
Continuity in the field	Order collection works offline too .
Control	Customers per agent and history of collected orders.
Up-to-date data in the field	Catalogue and master data synced before the route.
A network that grows easily	New agents with an email invitation, multi-company management.

What sets us apart

- **Offline designed for taking orders**, not just for looking up data.
- **Customer-specific prices** right in the agent's cart.
- **Due dates and documents** to support the visit.
- **Multi-company** and modular ERP integration.
- A polished mobile experience: phone, tablet, fast **quantity keypad**.

The agent app

It's the heart of the offer. It runs on **smartphone, tablet and PC** and installs like an app, with an icon on the home screen and full-screen view. The core feature is **Catalogue & order**.



The features of the agent app.

Who uses the system

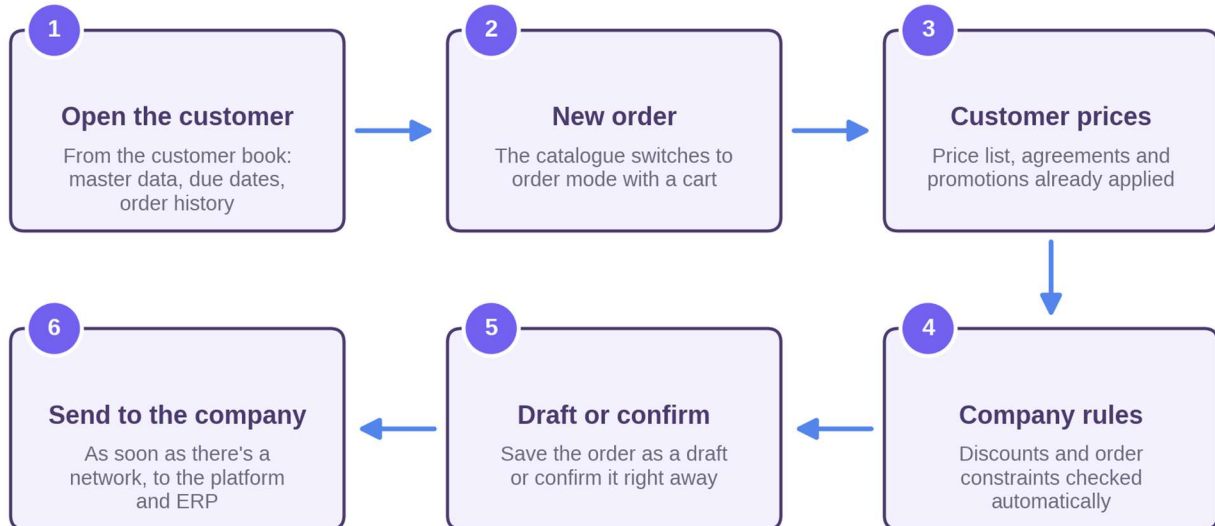
Role	What they do with Ordini Digitali
Agent / sales rep	Customer book, catalogue, order collection, drafts and sending; routes, visits and due dates to support sales.
Company administrator	Manages agents and invitations, settings, collected orders and basic statistics.
Platform administrator	Multi-company management (partner / ILP).
Technical back office	Connectors and sync with the ERP.

SUPPORTED DEVICES

Works on **iPhone, Android and PC** from the browser, and on phone or tablet it installs like an app with its own icon on the home screen.

Workflow — Taking an order on a visit

From the customer card to the order sent, in six steps. Prices, terms and company rules are already in the app: the agent can focus on selling.



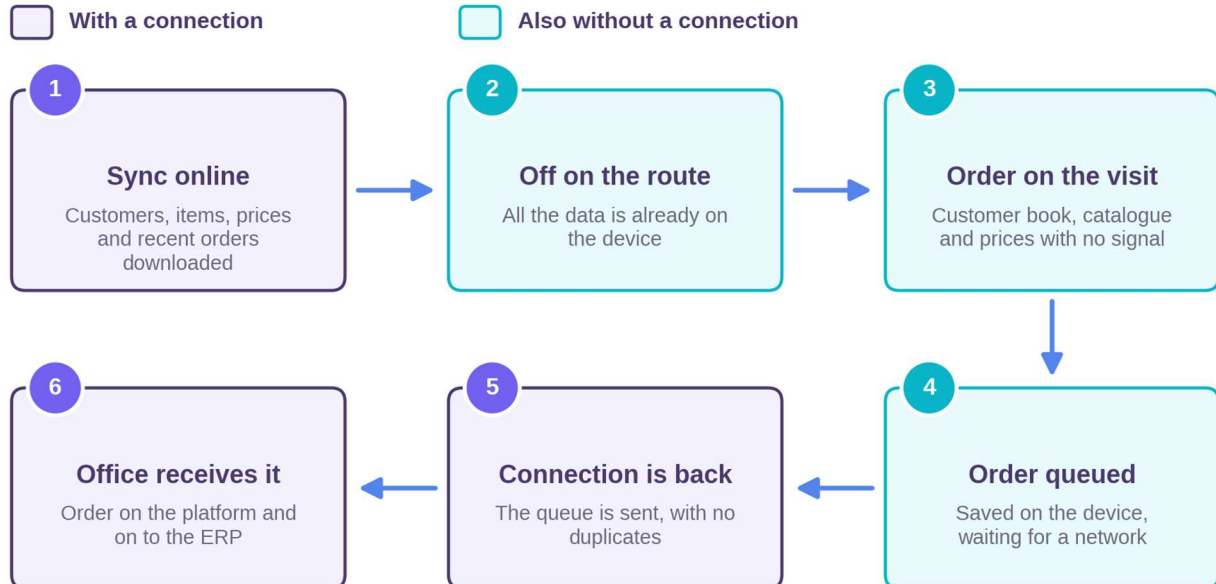
The agent's order collection flow.

Why it convinces

- **Customer prices** already in the cart: price list, agreements and promotions where configured.
- **Rules on discounts and constraints** checked while the order is being filled in.
- **Drafts**: the order can be saved and completed later.
- **History** of sent orders, available from the customer card.

Workflow — Working without internet

The agent downloads the data when there's a network, works all day even without signal and sends orders as soon as the connection is back. Queued orders are **sent only once, with no duplicates**.



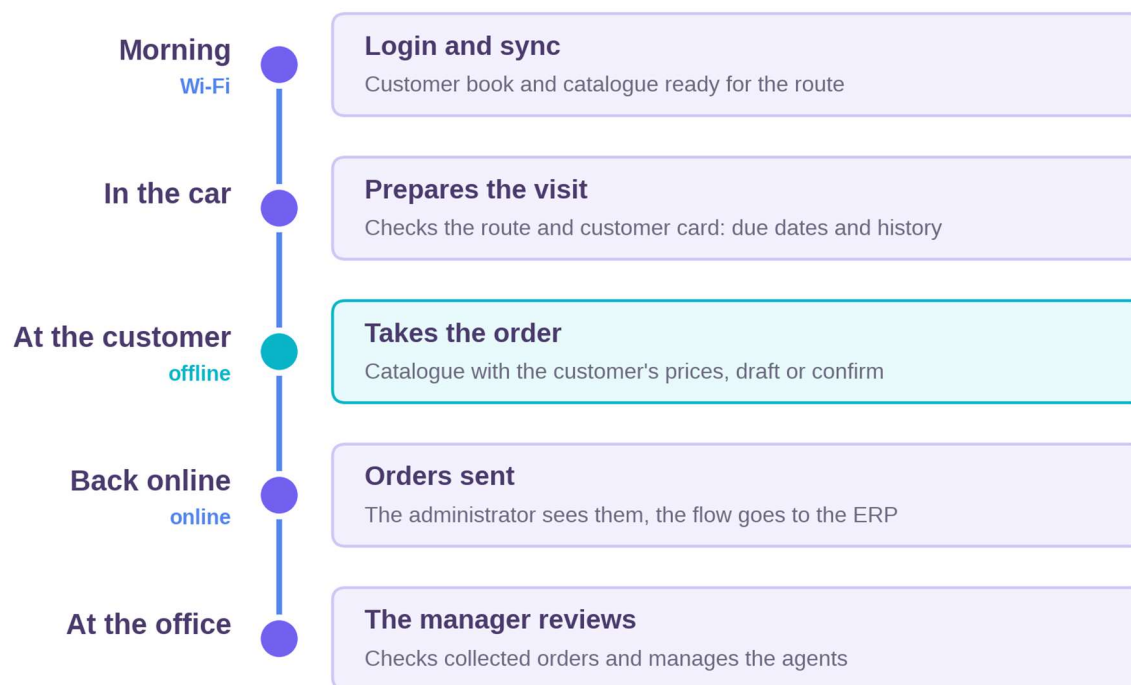
The offline cycle: in light blue, the steps that also work without a network.

Good to know

- Available offline: **customer book, catalogue, prices and order collection**.
- A network is only needed for **login, sync and sending** orders.
- The first sync can take a while and needs a good connection: best done at the office, on Wi-Fi.

A typical day

The story to tell during the demo: it follows an agent from morning to return and shows the value for the company.



An agent's day with Ordini Digitali.

ERP, administration and multi-company

Connection to the ERP

- Connectors and **sync** of master data, items, price lists, assignments and due dates.
- **Orders collected by agents** sent to the ERP or to the agreed process.

SALES MESSAGE

"The ERP feeds the agent; the agent sends back tracked orders, with no re-typing."

Company administrator panel

- **Agents** and email invitations.
- Basic sales **settings**.
- **Orders collected** across the network and summary **statistics**.

Multi-company

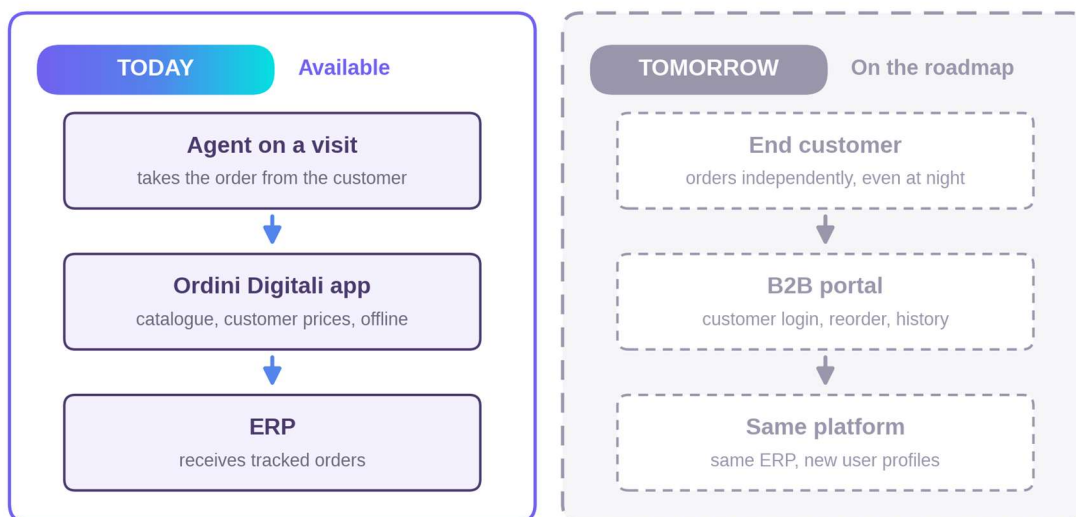
Data is **isolated for each company**. Users who manage several companies choose which one to work on at login.

What a typical project includes

Area	Content
Software and service	Agent app, access and invitations, customer pricing engine, data sync and order sending, administrator panel and multi-company platform.
Often project-based	ERP mapping and connectors, initial sync, document archive (FTP/SFTP) if needed, training for agents and administrators, SLA.

Today and tomorrow: the B2B roadmap

Today we sell order collection carried out by agents. The portal where end customers place orders themselves is a future evolution: it can be previewed to more mature customers, but it is not included in the current offer.



Left: the offer available today. Right: the evolution on the roadmap.

	Available today	On the roadmap
Who orders	Agent / sales rep on a visit	End customer (retailer, store)
Value	Less paper, fewer errors, offline, sync with the ERP	Direct 24/7 channel, lighter back-office workload
What to call it	Digital order collection	B2B evolution / customer portal, in development

Stand FAQ

The most frequent questions, with a short answer to give verbally.

Q Is it a portal where my customers order on their own?

No, not today. It's an app for agents who collect orders. A customer portal is a future evolution, to be assessed separately.

Q Does it need a constant connection?

Not for working on visits. The network is needed for login, sync and **sending orders**.

Q Does it work on iPhone and Android?

Yes, from the browser, and it installs like an app on the phone or tablet home screen.

Q Where do the orders end up?

On the platform and, depending on the project, **in the company's ERP**.

Q Does it replace the ERP?

No: it relies on the ERP and its data, which remain the reference.

Q Do agents see all customers?

No: each agent sees **the customers assigned to them**.