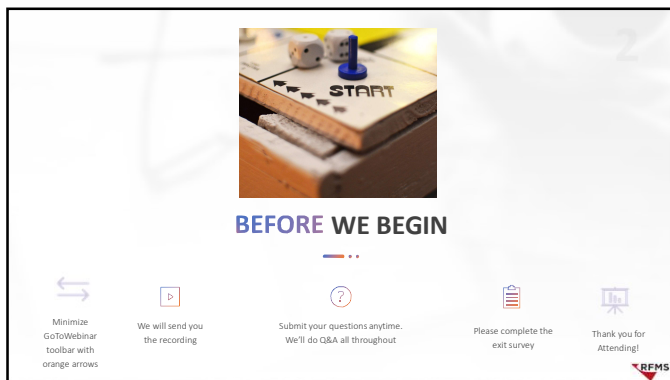
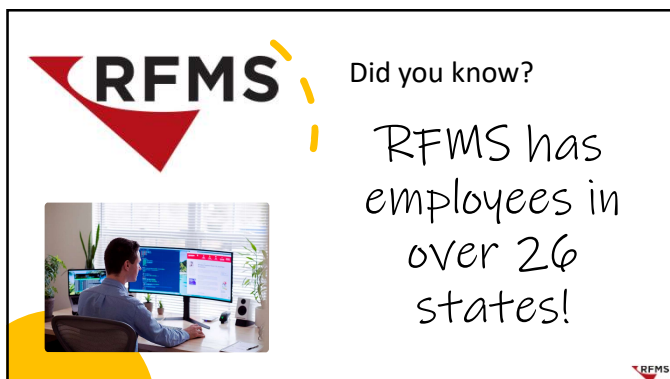




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Did you know?

RFMS was founded in 1985 by Terry Wheat




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Did you know?

RFMS is launching a new app later this year?

5



CUSTOMER RELATIONSHIP MANAGEMENT APP



Manage your sales workflow on the go!

RFMS CRM provides an easy to use app for your sales team to gather leads and communicate with customers from initial opportunity to close, all from the convenience of your tablet or mobile device.



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RFMS

Virtual Accounting Services

Take the worry out of financial preparations and get back to the business of flooring!

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BEST BUSINESS PRACTICES

BRUCE BLOOMER
RFMS TRAINER / CONSULTANT
BBLOOMER@RFMS.COM
800-701-7367 X. 3310

RFMS University

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RFMS BEST BUSINESS PRACTICES

- GENERAL PRACTICES
- LEAD TRACKING & COMMUNICATION
- ESTIMATING & ORDER CREATION
- PRODUCT FILE MANAGEMENT
- CENTRALIZED PURCHASING & CLAIMS
- INVENTORY & WAREHOUSE
- SCHEDULING & PROVIDERS
- JOB COSTING & FINANCIALS
- SALES & MANAGEMENT REPORTING
- SYSTEM OPTIONS & CONTROLS
- DATA BACKUP & SECURITY

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GENERAL PRACTICES

- RFMS CHAMPIONS
- ALL BUSINESS ACTIVITY
- STAY CURRENT ON RFMS UPDATES
- STAY CURRENT ON RFMS TRAINING

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LEAD TRACKING & COMMUNICATION

- RFMS MOBILE APPS
- SALES LEAD TRACKING
- INFORMATION COLLECTION TOOLS
- TRACKING TOOLS
- COMMUNICATION TOOLS

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ESTIMATING & ORDER CREATION

- CONTROL
- ACCESSIBILITY
- CONSISTENCY
- EFFICIENCY
- VALIDATION
- SET BASELINE

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PRODUCT FILE MANAGEMENT

- CONSISTENCY / EASE OF USE
- COST UPDATES
- PRESET PRICING FORMULAS & LEVELS
- PRODUCT BUNDLES & TEMPLATES
- ACCURATE REPORTING

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CENTRALIZED PURCHASING & CLAIMS

- CONSISTENCY
- EFFICIENCY & ACCURACY
- COST VERIFICATION
- CONTROL LOGISTICS & TIMING
- CLAIMS TRACKING

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INVENTORY & WAREHOUSE

- RECEIVING / TAGGING
- PICKING TICKETS / STAGING / CHANGES
- WILL CALLS
- RETURNED MATERIALS
- ADJUSTMENTS
- PHYSICAL COUNTS

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SCHEDULING & PROVIDERS

- SERVICES LIST W/ COSTS
- POST PROVIDERS FROM SCHEDULE PRO
- BALANCE PROVIDERS
- DO NOT PAY / OK TO PAY
- OTHER COSTS

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JOB COSTING & FINANCIALS

- REQUIREMENTS
- JOB COSTING FAQ
- ACCURATE FINANCIALS
- RECONCILE TO GL

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SALES & MANAGEMENT REPORTING

- SALES INFORMATION
- OPEN ORDERS
- PROFITABILITY REPORTS
- MATERIALS ANALYSIS
- TOP SELLERS / TOP CUSTOMERS
- JOB COST ANALYSIS
- BUSINESS INSIGHTS

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SYSTEM OPTIONS & CONTROLS

- GLOBAL / ASSIGNED / USER
- RECOMMENDATIONS
- USER ACCESS OPTIONS
- LINE STATUS CONTROLS
- AUDIT TRACKING

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DATA BACKUPS & SECURITY

- SCHEDULED BACKUPS
- DISASTER RECOVERY
- OFFSITE STORAGE / CLOUD SOLUTIONS
- QUALIFIED TECHNICIAN
- KEEP CURRENT ON UPDATES

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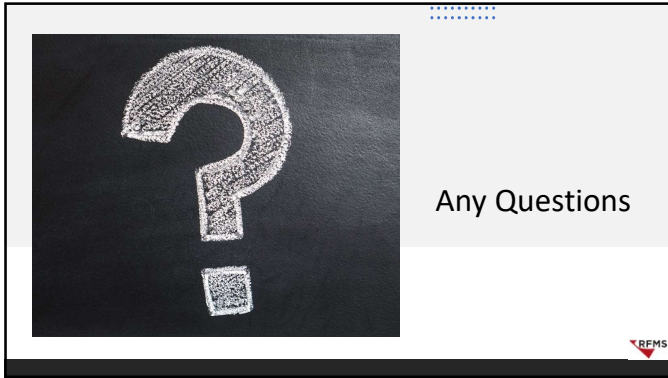
CONTACT CSM FOR PRICING REQUESTS

RFMS Client Success Manager Territory Map Winter 2020

CSMs and Territories:

- David Haddad:** British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and Labrador.
- Michael Bink:** Washington, Oregon, California, Nevada, Idaho, Utah, Arizona, New Mexico, Texas, Louisiana, Mississippi, Alabama, Georgia, Florida, South Carolina, North Carolina, Virginia, West Virginia, Maryland, Delaware, Pennsylvania, New York, New Jersey, Connecticut, Rhode Island, Massachusetts, Vermont, New Hampshire, Maine.
- Other CSMs:** Justin Wilson (Quebec), Kimberly Johnson (New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and Labrador), Kate Robinson (New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and Labrador), Anthony Williams (New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and Labrador).

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