



## THE TTS CONNECTION

Welcome to the September edition of the TTS Connection. Hard to believe we are approaching the 4th quarter of the year, but anxious to see what 2021 will bring!

Our development team has continued to make improvements to the platform, making the job of the “virtual” sales rep, easier and easier. Please read on to see our latest updates.

Thank you ,  
Matt Scarborough  
Founder/President



### Coming soon!

We are excited to announce TTS Contact Integration with Microsoft Outlook. Yet another way TTS saves you time and keeps you connected. This custom app will be free for TTS customers through the Microsoft App Store. More details to follow, stay tuned!

## The “What’s New Page”



The TradeTech development team has recently added so many new features, we figured we would house them in one location on our web site so you can check view when it is convenient for you - [here](#).

This make is simple for our customers to not miss an update and get the most out of the TTS Platform. Each update will have the month it was released, a brief description, and a link to view a screenshot with simple

directions to walk you through it.

We are also listing these improvements right on the member login page to ensure you don't miss a thing.

### [Have you seen these yet? \(click to view\)](#)

[Store Documents with Customer >>>](#)

[Store Documents with Contact >>>](#)

[Reoccurring Sales Action Items >>>](#)

[Item History Report for Single Item >>>](#)

[Save Customer Quotation Reports >>>](#)

## The CRM Module

The CRM system will manage the outside world for you. It is organized by company, and it allows you to set alerts, add recaps and manage both past and future sales calls.

## New Feature - Storing Documents

The screenshot shows the 'Contact File' form for a contact named 'Todd Front'. The form includes fields for Customer, Email, First Name, Last Name, Title, Office Address, City, State, Zip, Mobile Phone, Direct Fax, and Direct Phone. There are also sections for 'Available' and 'Member Of' email lists, and a 'Comments' field. A red box highlights a file upload area with the text 'Drop File(s) Here or Click to Browse'. Below the form, there are three file upload buttons: 'eLink Programmers Guide.msg', 'Trade Tech comparison chart .final.pdf', and 'Re\_ New Test Release Uploaded.msg', each with a 'Remove' button.

In the CRM Module, you can now store documents with your customer OR company contacts.

Easy drop and drag function allows you to store documents like price sheets or promos so every time you pull that contact, those are accessible for a quick reference.

[Learn more here](#)

## New Feature - Recurring Sales

The screenshot shows the 'Assign a Action Item' form. It includes fields for Action Title, Action for Salesman(s), Action for Company(s), and Action for Manufacturer(s). The 'Action Due Date' field is empty. A red box highlights the 'Recurring' section, which includes radio buttons for 'None', 'Weekly', 'Bi-Weekly', and 'Monthly'. The 'Weekly' option is selected. There are also checkboxes for days of the week (Monday, Tuesday, Wednesday, Thursday, Friday) and a 'Recurring Until' field with the date '9/7/2021'. Below the recurring options is a text area for 'Action Comments'.

While creating sales action items, you can now make them a recurring event. This saves you the time for having to set up the same reminders week after week.

Learn more [here](#)

## Did You Know?

**The TradeTech Solutions platform does far more than any other software out there.**

**We are the complete “ERP system” for the sales rep. [Take a look how we line up here](#)**

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*TradeTech Solutions is proud to be the technology service provider for [NEMRA.](#)*

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