

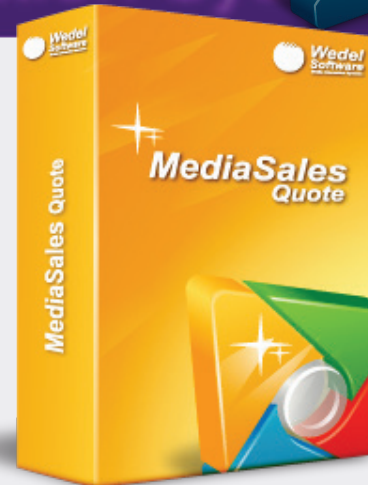


MediaSales Quote

MediaSales Quote streamlines the sales process of media sales organizations by enabling account managers to create proposals quickly and efficiently, offering better insight in pending proposals.

Sales Managers and Management will have better overview of the sales process. The approval process of MediaSales Quote allows for the fully automated and controlled approval of proposals based on your own business rules.

MediaSales Quote will revolutionize your sales process. It will save your account executives time in generating proposals, however complex they may be. It will provide management with a great tool for approving proposals, and better insight in the sales processes and performance of the account executives.



Full integration with MediaSales Traffic allows quotes to be added to MediaSales Traffic without re-entering orders.

Media sales organizations often work in several offices in different locations. The database replication feature allows several databases to be run in different locations, which are instantly synchronized.

MediaSales Quote can be installed on each salesperson's laptop to generate proposals on the road, which will later be synchronized with the central office

MediaSales Quote

MediaSales Quote is an integrated module for MediaSales CRM.

GIVING YOUR ONLINE ADVERTISING TEAM THE TOOLS THEY NEED TO SUCCEED

SURVIVING IN THE FASTEST GROWING MEDIA MARKET

Internet advertising continues to be the fastest growing media in the world, both in terms of advertising spend and available advertising inventory. For some the attraction of handing off their advertising to automated sales engines like Google is an easy option, if not a road to riches.

However for businesses that are serious about monetising their display advertising inventory a direct sales approach is often more profitable. Those unable to afford their own sales team may find outsourcing to a sales network a viable alternative, but whatever your approach, the key to success is people communicating with people, articulating value propositions, pushing aside the competition, and closing the sale.

That doesn't mean that technology doesn't play a role in the process, just that the tools required should be designed to help sales team succeed rather than automate and remove the emotion from the sales process.

HELPING YOUR BUSINESS SUCCEED

MediaSales Quote is a comprehensive web based booking management solution for online publishers and advertising networks that is fully customisable to match the way the you sell and manage the display advertising sales for your online properties.

MediaSales Quote enables media owners and ad networks to effectively manage their online advertising sales, and grow the portfolio of online properties that they manage and sell, while limiting the growth of sales and administration team headcounts.

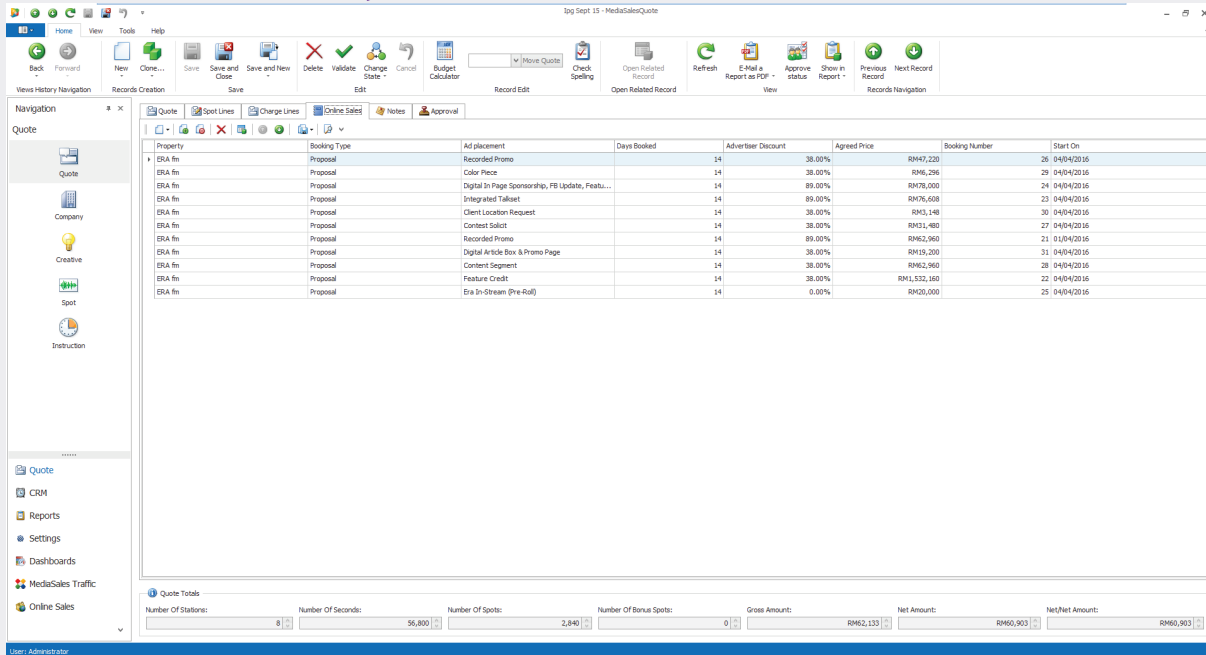
SAVING TIME AND MONEY

MediaSales Quote streamlines repetitive tasks such as Proposal generation, Insertion Order/Booking Confirmation generation, Trafficking Instructions generation, and Reporting saving your business time and money.

WORKFLOW AUTOMATION

- ✓ INVENTORY MANAGEMENT
- ✓ PROPOSAL GENERATION
- ✓ INSERTION ORDER GENERATION • CONTACT MANAGEMENT
- ✓ TRAFFICKING INSTRUCTIONS
- ✓ BILLING MANAGEMENT
- ✓ SALES CHANNEL REMUNERATION
- ✓ EXECUTIVE INFORMATION
- ✓ AUTOMATED ALERTS

ONE PROPOSAL, ALL MEDIA



| Property | Booking Type | Ad placement | Days Booked | Advertiser Discount | Agreed Price | Booking Number | Start On |
|----------|--------------|--|-------------|---------------------|--------------|----------------|------------|
| ERA fm | Proposal | Recorded Promo | 14 | 38.00% | RM47,220 | 26 | 04/04/2016 |
| ERA fm | Proposal | Color Place | 14 | 38.00% | RM6,296 | 29 | 04/04/2016 |
| ERA fm | Proposal | Digital In Page Sponsorship, FB Update, Featu... | 14 | 89.00% | RM78,000 | 24 | 04/04/2016 |
| ERA fm | Proposal | Integrated Talkset | 14 | 89.00% | RM76,608 | 23 | 04/04/2016 |
| ERA fm | Proposal | Client Location Request | 14 | 38.00% | RM43,148 | 30 | 04/04/2016 |
| ERA fm | Proposal | Content Solicit | 14 | 38.00% | RM31,480 | 27 | 04/04/2016 |
| ERA fm | Proposal | Recorded Promo | 14 | 89.00% | RM62,960 | 21 | 01/04/2016 |
| ERA fm | Proposal | Digital Article Box & Promo Page | 14 | 38.00% | RM15,200 | 31 | 04/04/2016 |
| ERA fm | Proposal | Content Segment | 14 | 38.00% | RM62,960 | 28 | 04/04/2016 |
| ERA fm | Proposal | Feature Credit | 14 | 38.00% | RM1,532,160 | 22 | 04/04/2016 |
| ERA fm | Proposal | Era In-Stream (Pre-Roll) | 14 | 0.00% | RM20,000 | 25 | 04/04/2016 |

Quote Totals

| Number Of Stations: | Number Of Spots: | Number Of Bonus Spots: | Gross Amount: | Net Amount: | Net/Net Amount: |
|---------------------|------------------|------------------------|---------------|-------------|-----------------|
| 8 | 56,800 | 2,840 | 0 | RM62,131 | RM60,903 |


User: Administrator

One proposal includes Spot, Charge Lines and digital assets.

Preview

Document Save Print Quick Print Options Parameters Header/Footer Scale Margins Orientation Size Find Thumbnails Bookmarks First Page Previous Page Next Page Last Page Many Pages Zoom Out Zoom In Page Color Watermark Export To E-Mail Ad Close

Document Page Setup IG Navigation Zoom Page Background Export Close



ASTRO RADIO SDN BHD (403472.D)
All Asia Broadcast Centre
Technology Park Malaysia
Bukit Jalil, 57000 Kuala Lumpur, Malaysia
Tel: 03-9545-8888 Fax: 03-9545-8888

Order nr: 3163
Brand: IPG Mediastreams
Account: Sun BHD S.A.L.
Booked By: Administrator
VAT nr:

Printed: 01.09.2015 18:07
Start Date: 21.09.2015
End Date: 04.04.2016
Expected Closing Date: 01.09.2015
Refnr:

Digital and Promotion

| Site | Product | Start | Number of Days | Discount | Actual Price |
|---|--|------------|----------------|----------|--------------|
| ERA Im | Recorded Promo | 04/04/2016 | 14 | 38.00 % | RM47.220 |
| ERA Im | Color Piece | 04/04/2016 | 14 | 38.00 % | RM8.200 |
| ERA Im | Digital In Page Sponsorship, FB Update, Feature Branding, Action | 04/04/2016 | 14 | 88.00 % | RM78.000 |
| ERA Im | Integrated Takeout | 04/04/2016 | 14 | 89.00 % | RM76.608 |
| ERA Im | Client Location Request | 04/04/2016 | 14 | 38.00 % | RM3.148 |
| ERA Im | Context Sotice | 04/04/2016 | 14 | 38.00 % | RM31.480 |
| ERA Im | Recorded Promo | 01/04/2016 | 14 | 89.00 % | RM82.360 |
| ERA Im | Digital Article Box & Promo Page | 04/04/2016 | 14 | 38.00 % | RM19.200 |
| ERA Im | Content Segment | 04/04/2016 | 14 | 38.00 % | RM62.960 |
| ERA Im | Feature Credit | 04/04/2016 | 14 | 38.00 % | RM132.160 |
| ERA Im | Env In-Stream (Pre-Roll) | 04/04/2016 | 14 | .00 % | RM20.000 |
| Total Digital and Promotion RM1,942,122 | | | | | |

Page 9 of 20 100%

One deployment, Desktop, Web and Mobile versions

Booking - MediaSalesQuote

Home View Tools Help

Back Forward New Delete Open Related Record Refresh View variants Location category Previous Record Next Record Text to search... Search

Views History Navigation Records Creation Edit Open Related Record View

Default 04 April 2016 - 10 April 2016 11 April 2016 - 17 April 2016 18 April 2016 - 24 April 2016 25 April 2016 - 01 Mei 2016

| Name | 4 Jan | 5 Sel | 6 Rab | 7 Kha | 8 Jum | 9 Sab | 10 Ahd | 11 Jan | 12 Sel | 13 Rab | 14 Kha | 15 Jum | 16 Sab | 17 Ahd | 18 Jan | 19 Sel | 20 Rab | 21 Kha | 22 Jum | 23 Sab | 24 Ahd | 25 Jan | 26 Sel | 27 Rab | 28 Kha | 29 Jum | 30 Sab | 1 Ahd |
|--------------------------------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| ERA PAGE BREAK (TOP) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA LEADERBOARD | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA SITE TAKEOVER (STO) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA PAGE BREAK (TOP) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA ART BOX | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Color Piece | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA CATFISH | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Era Feature Credit | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA ANCHOR BLOC | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA PAGE BREAK (BOTTOM) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ERA SECONDARY HIGHLIGHTS DL... | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

User: Administrator

Booking - MediaSalesQuote X

172.16.20.192/#ViewID=Booking_DashboardView

Quote / Booking

View variants: Location category

☐ Name

☐ Facebook

☐ Hitz Segment Sponsorship

☐ Stream Pre Roll

☒ ERA fm

☐ ERA fm Front Page

☐ Era fm On Air

☐ Client Location Request

☐ Content Segment

☐ Contest Solicit

☐ Feature Credit

☐ Integrated Talkset

☐ Live Liner

☐ Recorded Promo

☒ ERA fm Stream

☐ hitz fm

☐ Lite FM

☐ MELODY FM

☐ MIX fm

☐ MY FM

☐ SINAR fm

Page 1 of 2 (24 items)

2 - April 11, 2016

Week Timeline

Digital Article Box & Promo Page, Content Segment, ERA MREC, Feature

| | Sunday, April 3, 2016 | Saturday, April 9, 2016 | Sunday, April 10, 2016 |
|----------------------------------|-----------------------|-------------------------|------------------------|
| Digital Article Box & Promo Page | 2 Sat | 3 Sun | 4 Mon |
| Content Segment | 5 Tue | 6 Wed | 7 Thu |

Ipg Sept 15 - MediaSalesQuote X

172.16.20.192/?MobileTheme=True#ViewID=Quote_DetailView&ObjectKey=f887de40-05c4-4112-b5c1-8484a61c3a3c&ObjectClassName=Wede

My Account

Quote - Ipg Sept 15

New Save X Checkmark Print < > ...

Quote Spot Lines Charge Lines Online Sales Notes Approval

| New | Link | Unlink | Property | Booking Type | Ad placement | Days Booked | Advertiser Discount | Per Day | Agreed Price | Booking Number |
|--------------------------|--------------------------|--------------------------|----------|--------------|--|-------------|---------------------|---------|----------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Color Piece | 14 | 38.00% | \$0.00 | \$6,296.00 | 29 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Digital In Page Sponsorship, FB Update, Feature Branding, Artbox | 14 | 89.00% | \$0.00 | \$78,000.00 | 24 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Client Location Request | 14 | 38.00% | \$0.00 | \$3,148.00 | 30 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Contest Solicit | 14 | 38.00% | \$0.00 | \$31,480.00 | 27 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Recorded Promo | 14 | 89.00% | \$0.00 | \$62,960.00 | 21 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Digital Article Box & Promo Page | 14 | 38.00% | \$0.00 | \$19,200.00 | 31 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Content Segment | 14 | 38.00% | \$0.00 | \$62,960.00 | 28 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Feature Credit | 14 | 38.00% | \$0.00 | \$1,532,160.00 | 22 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | ERA fm | Proposal | Era In-Stream (Pre Roll) | 14 | 0.00% | \$0.00 | \$20,000.00 | 25 |

Inventory Management and Rating

Booking

Booking Number: 7 Start On:
 Booking Type: Proposal Days Booked: 0
 Property: Hitz FM Per Day: € 0,00
 Ad placement: Feature Credit Agreed Price: € 500,00
 Quote: Advertiser Discount: 20,00%

Special requirements Trafficking instructions Comments

Arial 10 A B I U S X X Change Case A

User: Administrator

Ad placement - MediaSalesQuote

Back Forward New Delete Open Related Record Refresh Previous Record Next Record

Views History Navigation Records Creation Edit Open Related Record View Records Navigation

Full Text Search

| Name | Property... | Ad... | Descriptive... | Ratec... | Rating... | Defaul... | Maxim... | Share ... | Impression... | Estima... | Estima... | Active |
|--|-------------|---------------|----------------|----------|-----------|-----------|----------|-----------|----------------|-----------|-----------|--------|
| Client Location Request | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Color Piece | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Content Segment | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Contest Solicit | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Digital Article Box & Promo Page | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Digital In Page Sponsorship, FB Update, Feature Branding, Artbox | ERA fm | Catfish | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA ANCHOR BLOC | ERA fm | Anchor Bloc | | RM123 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA ART BOX | ERA fm | | | RM594 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA CATFISH | ERA fm | Catfish | | RM836 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Era Feature Credit | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Era In-Stream (Pre-Roll) | ERA fm | Site Takeover | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA LEADERBOARD | ERA fm | Leaderboard | | RM564 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA MREC | ERA fm | | | RM586 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA PAGE BREAK (BOTTOM) | ERA fm | | | RM896 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA PAGE BREAK (TOP) | ERA fm | | | RM455 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA PAGE BREAK (TOP) | ERA fm | | | RM77 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA SECONDARY HIGHLIGHTS (XL / M / S) | ERA fm | | | RM258 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA SITE DOMINATION | ERA fm | | | RM1,110 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| ERA SITE TAKEOVER (STO) | ERA fm | Site Takeover | | RM555 | Per day | 7 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Feature Credit | ERA fm | Site Takeover | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Integrated Talkset | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Live Liner | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |
| Recorded Promo | ERA fm | Leaderboard | | RM0 | Per day | 0 | 0 | 0.00% | Override lo... | 0 | 0 | ✓ |

Role- based security system

Security system if fully configurable and meets any business rule.

Sales Person Role - MediaSalesQuote

Home View Tools Help

Back Forward New Save Save and Close Save and New Delete Validate Cancel Check Spelling Refresh Previous Record Next Record

Views History Navigation Records Creation Edit Record Edit View Records Navigation

Navigation Settings

Name: Sales Person Role

AD Group Name:

☐ Allow use only own Companies in Quote

☐ Modify Layout

Dashboard Operation:

☐ Is Administrative

☐ Can Edit Model

Users Child Roles Parent Roles Type Permissions

| Object | Read | Write | Create | Delete | Navigate |
|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Amount Discount | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Appointment Company | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Approval Level | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Approval Role | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Approval Rule Bonus | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Approval Rule Points | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Approve Quote | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Billing Details | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Billing Option | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Brand | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Break Type | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Approval System

Highly customizable approval system meets any business rule for approval.

ARSB LOA - MediaSalesQuote

Home View Tools Help

Back Forward New Save Save and Close Save and New Delete Cancel Check Spelling Open Related Record Refresh Previous Record Next Record

Views History Navigation Records Creation Edit Record Edit Open Related Record View Records Navigation

Navigation Settings

Name: ARSB LOA

Target Approval Role: SUCOM

Object type: Quote - WedelSoft.Data.Quote.Quote

Visual Text

Or

[Online Sales] Exists

And

[Ad placement.Name] Equals Recorded Promo

[Advertiser Discount] Is greater than 89

[Online Sales] Exists

And

[Ad placement.Name] Equals Feature Credit

[Advertiser Discount] Is greater than 38

[Online Sales] Exists

And

[Ad placement.Name] Equals Integrated Talkset

[Advertiser Discount] Is greater than 89

Filter:

User: Administrator

Messaging System

Set up automated email messaging based on any trigger in the system, like Approval, Entry, Inventory Usage and Trafficking.



Message Templates - MediaSalesQuote

Back Forward New Delete Open Related Record Refresh Previous Record Next Record

Views History Navigation Records Creation Edit Open Related Record View Records Navigation Full Text Search

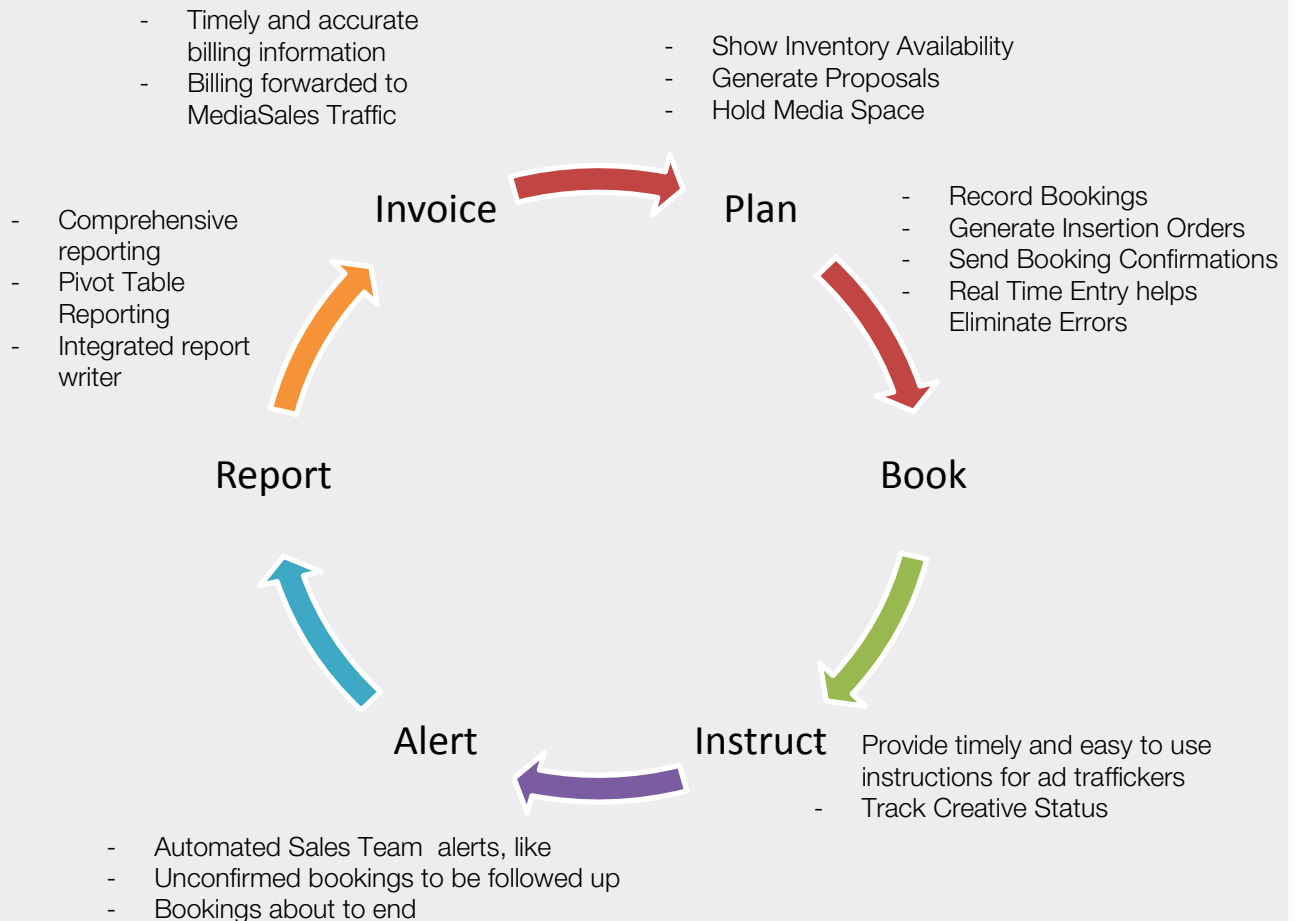
Text to search... Search

Navigation

Settings

- Online sales
 - Ad placement
 - Ad specification
 - Property
 - Sales channel
 - Location
 - Location category
- Approval
 - Business Category
 - Credit Rating
 - Credit Profile
- CRM
 - Dashboard Settings
- Discounts
- Documents
- Languages
- Mass Change
- Messaging
 - Activity Log
 - Email Message
 - Message Templates
 - Action E-Mail template
- Preferences

| Name | Operation Type | Process... | User for... | Filter criteria | Properties |
|---|------------------|-------------------------------------|-------------|--------------------------------|---------------|
| Object type: Apply for Credit Check - WedelSoft.Data.Quote.BusinessObjects.CompanyCreditLog (Count=2) | | | | | |
| Credit check required | Created | <input checked="" type="checkbox"/> | | [Status] = #Enum#WedelSoft... | |
| Dear [Person.User Name], Please approve credit check for "[Company.Name]", VAT Number: [Company.Vat Number]. Created by [Company.Creator.User Name] [Comment] | | | | | |
| Customer approved | Created | <input checked="" type="checkbox"/> | | [Status] = #Enum#WedelSoft... | |
| Dear [Company.Creator.User Name], The credit check approval for customer "[Company.Name]" has been approved by [Person.User Name]. [Comment] | | | | | |
| Object type: Quote - WedelSoft.Data.Quote.Quote (Count=5) | | | | | |
| Edit Quote Approval Required Property Changed | Property changed | <input checked="" type="checkbox"/> | | [QuoteStatus] = #Enum#Wed... | QuoteStatus |
| Dear [CreditCheckContact], Please review the proposal for customer "[Campaign Name]", and Approve or Decline. Traffic Department. | | | | | |
| Edit Quote Approved Property Changed | Property changed | <input checked="" type="checkbox"/> | | [QuoteStatus] = #Enum#Wed... | QuoteStatus |
| Hello [Salesperson.User Name], Your quote "[Campaign Name]" has been approved. Traffic Department. | | | | | |
| Edit Quote Declined Property Changed | Property changed | <input checked="" type="checkbox"/> | | [QuoteStatus] = #Enum#Wed... | QuoteStatus |
| Dear [Salesperson.User Name], The proposal for customer "[Campaign Name]" has been Declined. [Last Quote Authorise.Notes] Traffic Department. | | | | | |
| Edit Quote Processed by Traffic Property Changed | Property changed | <input checked="" type="checkbox"/> | | [TrafficStatus] = #Enum#Wed... | TrafficStatus |
| Hello [Salesperson.User Name], Your quote "[Campaign Name]" has been processed by the Traffic Department. Traffic Department. | | | | | |
| Quote Processed by Traffic | Property changed | <input checked="" type="checkbox"/> | | [TrafficStatus] = #Enum#Wed... | TrafficStatus |
| Hello [Salesperson.User Name], Your quote [Campaign Name] has been processed by the Traffic Department. SBS Radio Traffic. | | | | | |
| Object type: User - WedelSoft.Data.Quote.Salesperson (Count=3) | | | | | |
| Password reset | Property changed | <input type="checkbox"/> | | | |
| Dear user, your new credentials to MediaSales quote are [User Name] (login) as [StoredPassword] (password). | | | | | |
| User approved | Property changed | <input checked="" type="checkbox"/> | | [IsPending] = False | IsPending |
| User "[User Name]" approved by [user]. | | | | | |
| User created | Created | <input checked="" type="checkbox"/> | | | |
| User "[User Name]" is registered in the system. | | | | | |



Key Features

Inventory Management

- ✓ Calendar dashboard view of inventory sold by advertising property
- ✓ Visual indication of oversold state
- ✓ Automated inventory availability calculation when loading booking
- ✓ Ability to import inventory forecasts from ad servers
- ✓ Ability to weight available inventory by day of week
- ✓ Support for pooled/group buys – run of section, site, network
 - Ability to calculate available inventory across individual placements and group buys
- ✓ Unsold inventory report
 - Sell through rate calculation

Campaign Management

- ✓ Bookings grouped by advertiser and campaign
- ✓ Proposal Generator
- ✓ Outbound email communication archive
- ✓ Creative spec sheet generator with flight run dates
- ✓ Multi booking status update

Booking Management

- ✓ Calendar dashboard
 - View booking status, and availability at a glance
 - Add / edit existing bookings
 - View inventory utilization
 - Colour coded bookings status and CPM/CPC/CPA inventory sold indicators
 - Rate card price, Impressions and Unique Browsers on mouse-over
 - View 1 – 6 months at a time
 - Export to excel
 - Category view – group similar ad locations i.e. sport, finance

Document Automation

- ✓ Insertion orders / booking confirmations
- ✓ Proposal generation
- ✓ Creative spec sheet generation with run dates and material deadlines

Billing Management

- ✓ Bill to advertiser, agency, or sales channel – booking/campaign level
- ✓ Credits
- ✓ International currency support
- ✓ International sales tax support
- ✓ Agency commission support
- ✓ Tax exempt support
- ✓ Billing record lock down (option)
- ✓ Flag amount as billed (option)

Rate Card Management

- ✓ Fully customizable rate card
- ✓ Filterable by advertising property
- ✓ Comprehensive range of pricing model support
 - CPM, and Fixed Tenure (per day, week, month)
 - CPC and CPA support including per email, video, sales lead and per transaction
- ✓ Printable rate card
- ✓ Rate Card visible to all internet users (option)

Creative Trafficking

- ✓ Standard trafficking report
 - Filterable by trafficker, advertiser, advertising property
 - Custom trafficking report (option) – with up to 2 additional custom fields
 - Creative spec sheet generator
- Ability to flag bookings – creative received, creative trafficked

User Management

- ✓ True multi user environment
- ✓ User level permissions
- ✓ Ability to set Group level permissions
- ✓ Ability to restrict access to reports and admin sections
- ✓ Password sharing detection / lockdown
- ✓ Booking and Campaign change history

Reporting

- ✓ Booking Management
 - Bookings by advertiser
 - Creative Trafficking report
 - Pencil Bookings
 - Bookings by Booking Confirmation Status
 - Cancelled Bookings
- ✓ Inventory Management reports
 - Unsold Impressions – CPM placements (including run of channel, section, site, network)
 - Unsold Spots - fixed tenure (day, week, month) placements
- ✓ Sales and Management Reports
 - Revenue by Advertiser
 - Revenue By Sales Channel
 - Revenue by Media Agency
 - Revenue by Sales Rep
 - Revenue by Advertising Property
 - Revenue Forecast Report – with automatic weighting of proposals
 - Rate Card (NMR)/Accrued Sales Report
 - Bookings By Advertising Category (IAB)
 - Accrued Revenue by Location
- ✓ Billing reports
 - Standard Billing Report
 - Custom Billing Report (option) – for integration with Enterprise accounting systems
 - MYOB Billing Export
- ✓ Miscellaneous
 - Raw Booking Data – to create your own custom reports
 - Custom report (option)

Automated Alerts

- ✓ Create any automated alert based on business rules, for example:
 - Pencil booking(s) starting within 14 days
 - Booking ending soon alert (user defined up to 15 days)
 - New advertiser added (sent to billing administrator)

Personalisation

- ✓ Email communication
- ✓ Logo, address, advertising terms and conditions
- ✓ Account Manager name and reply address
- ✓ Alternative branding for business units (User Group level)
- ✓ International time zone and currency support