IBM

**IBM Lotus Foundations
ISV Solutions Handbook**

IBM Lotus® Foundations™
Business Applications for Small Businesses

Lotus Foundations business applications have been developed for the Lotus Foundations platform by Partners that cater to the small business customer. They meet stringent requirements and generate tangible value by helping to address real-life business challenges. With true ease of delivery, management, and use, these innovative, targeted solutions help streamline and automate business processes.

Explore the contents of this handbook to review the business applications currently available for the Lotus Foundations platform. More applications are being readied for the platform everyday; be sure to download a new copy of the handbook regularly.

For more information or if you have questions, please send an email to lf@us.ibm.com.

Contents

Updated: 07.06.09

IBM

Lotus software

Baehrware
businessPRO

Partner Solution

■ *Target Industry*
Cross Industry; All industries

■ *Business Application*
businessPRO
a sales productivity enhancement application designed specifically for small and medium businesses.

www.baehrware.com

Business Challenge

Maximizing revenue in a small or growing company is challenging for any business owner. Does your business struggle with the ability to quickly provide accurate quotations, match invoices with purchase orders and quotations provided, keep track of payments made by your customers, or payments owed to you, or track opportunities that could lead to orders? Not being able to manage these seemingly simple functions can lead to lost opportunities, lost revenue, and lost customers. Properly managing these key functions will allow your business to maximize its potential.

Solution Description

Manage your sales processes from leads to payments received, with extreme ease. Baehrware businessPRO includes tools for:

• **Contact and Opportunity Management:** enter contacts and opportunities into the solution for monitoring, qualification and follow-up.

• **Quotation Creation and Management:** produce professional and accurate estimates and quotations in a consistent format. Systematically track your won and lost opportunities.

• **Creating a Product and Services Catalog:** create a list of unique products and services with which to build your quotes.

• **Invoice Creation and Management:** generate accurate, professional invoices and track the status of payments against those invoices.

• **Tracking Billable Service:** track time against a project and then ensure that it is invoiced appropriately. Record non-billable time.

• **Expenses Manager:** enter expenses on a spreadsheet-like form and then put through a customizable approval process.

Value Proposition

Baehrware businessPRO excels at enabling you to effectively follow-up on opportunities, respond quickly to

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estimate and quotation requests, monitor open quotations, track purchase orders and relate them to quotations and invoices, invoice customers in a timely manner, and then report on all of this information so that management can make better business decisions.

And, businessPRO's off-line capabilities enable your employees to use the system even when they can't connect to the office, with data being synchronized back to the server the next time a connection is available.

businessPRO stands out from other sales productivity solutions by delivering the key features small- and medium-sized businesses need, without bloating the solution with features that aren't required. Many competing solutions are so complicated that customers can't successfully implement them, even after spending thousands of dollars attempting to do so. Designed from the ground up, Baehrware businessPRO is easy to successfully deploy in any small- or medium-sized business.

Company Description

Baehrware is an IBM Domino software and solutions provider focused on the needs of small and medium businesses. Baehrware's experience in technology, business processes, and its commitment to service and support have allowed Baehrware to deliver business applications that are affordable, customizable, and easy to deploy.

For more information, please contact:

Jim Baehr
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Phone number: 412-496-9230

www.baehrware.com

IBM Lotus Foundations

ibm.com/lotus/foundations

06.19.09

Lotus software

Baehrware
businessPRO - Advanced

Partner Solution

■ *Target Industry*
Cross Industry; All industries

■ *Business Application*
businessPRO - Advanced
a sales management application
designed specifically for small
and medium businesses.

www.baehrware.com

Business Challenge

Maximizing revenue in a small or growing company is challenging for any business owner. Does your business struggle with the ability to quickly provide accurate quotations, match invoices with purchase orders and quotations provided, keep track of payments made by your customers or payments owed to you, or track opportunities that could lead to orders? Does your business struggle with managing or retrieving sales documents such as contracts, warranties, or product brochures, requiring you to recreate or duplicate efforts? Not being able to manage these seemingly simple functions can lead to lost opportunities, lost revenue, and lost customers. Properly managing these key functions will allow your business to maximize its potential.

Solution Description

Manage your sales documents and processes from leads to payments received, with extreme ease. Baehrware businessPRO Advanced includes tools for:

• **Contact and Opportunity Management:** enter contacts and opportunities into the solution for monitoring, qualification and follow-up.

• **Quotation Creation and Management:** produce professional and accurate estimates and quotations in a consistent format. Systematically track your won and lost opportunities.

• **Creating a Product and Services Catalog:** create a list of unique products and services with which to build your quotes.

• **Invoice Creation and Management:** generate accurate, professional invoices and track the status of payments against those invoices.

• **Tracking Billable Service:** track time against a project and then ensure that it is invoiced appropriately. Record non-billable time.

• **Expenses Manager:** enter expenses on a spreadsheet-like form and then put through a customizable approval process.

• **Document Management:** leverage document check-in/check-out capabilities,

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advanced security settings, fast search and retrieval of document profiles, and more.

Value Proposition

Baehrware businessPRO Advanced excels at enabling you to effectively follow up on opportunities, respond quickly to estimate and quotation requests, monitor open quotations, track purchase orders and relate them to quotations and invoices, invoice customers in a timely manner, and then report on all of this information so that management can make better business decisions.

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