



Make the **boss**[®] v5.0 Work for You

B.O.S.S.[®] 5.0 is a free online ordering service for all Pelco products

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There is a simple reason millions of dollars in orders have been submitted electronically through B.O.S.S. 5.0 – it works.

B.O.S.S. 5.0 is a free, easy-to-use resource to access ordering, pricing, reference materials and detailed information for all Pelco by Schneider Electric products. And it can be accessed from anywhere in the world.

Forget the bookcase of reference materials and racks of spec sheets – system users can add items to proposals for the products they need, no matter what location they're working from. And with enhanced security features, users are assured their information is kept safe.

"Pelco has done an incredible job on both B.O.S.S. and B.O.S.S. Lite," said Jim Smith, vice president for engineering at ICE Automation Group. "It has made me much more efficient and responsive to my customers."

B.O.S.S. Lite is an offline version of B.O.S.S. 5.0, providing the information users need even if they don't have an Internet connection. B.O.S.S. Lite allows access to pricing, generation of price lists and creation of quotes and orders.

The original B.O.S.S. technology was created in the mid 1990s. Technological advances led to the development of today's B.O.S.S. 5.0 offering, with more flexibility and real-time information.

And it's growing fast. With more than 15,000 registered users in 160 countries using B.O.S.S. 5.0 as a time-saving tool, registration has grown 50% since the end of 2010.

The program is ever-evolving. Pelco is constantly collecting customer feedback to make B.O.S.S. 5.0 as user-friendly and helpful as possible. Many new features have been developed based on that feedback, some of which are being displayed at the ASIS trade show on September 19 in Orlando, Florida.

"I use B.O.S.S. 5.0 everyday for myself and for my customers," said Mike Brown, regional sales manager for security at Schneider Electric. "It allows me to quickly pull up product information and pricing to help my partners and branches build

quotes and orders. I also teach them how to use the features of B.O.S.S. 5.0 for themselves. The program increases accuracy and saves time for everyone. It's a great tool."

With information for more than 5,000 Pelco products, B.O.S.S. 5.0 offers the following features:

- Online ordering with confirmation
- Complete quoting tool with export features
- Real-time pricing and product information
- Access to MSRP, dealer and customer specific pricing
- Technical specification and other product documents
- Customizeable price list export
- Access to helpful tools and product selection guides
- Administrative abilities to keep track of when orders were placed and by whom
- A record of when orders were submitted, received and accepted for processing
- Enhanced security

- An offline version that allows you to view pricing and generate quotes and orders without an Internet connection

If you aren't yet taking advantage of the B.O.S.S. 5.0 program be sure to register today. Contact alisa.wright@schneider-electric.com to request training and learn more about the power of B.O.S.S. 5.0.

To Register:

- Visit B.O.S.S. 5.0 <https://boss.pelco.com>
- Click "New User Registration" and complete the requested information
- Log in using your newly generated user name and password
- If you already have an account (you may have used it to sign in to the PGTI site), then that is the same user name you will use to log in to B.O.S.S. 5.0



With many contractors doing more with less people, and today's need for immediate information, the ability for Graybar to establish a discount level for our customers within B.O.S.S. 5.0 gives them quick access to their day-to-day cost as well as all the specifications, installation manuals and data sheets they need to turn around pricing to their customers." – Chad Umbarger, Business Development Manager, Graybar

How are others using B.O.S.S.® 5.0?

Some companies have several sales associates who can create quotes, but only one or two people who can submit orders. When a quote is accepted and the order needs to be placed, the sales associate notifies the person in charge of purchasing, who is set up as the admin. That person then logs in to B.O.S.S. 5.0, validates the items on the quote, converts the quote to an order and submits the order to Pelco.

Other companies, who purchase through distribution and aren't able to submit orders online, export their orders to Excel or a PDF file and e-mail them to their distributor. This provides the company with a record of the orders it has created and saves the distributor time by ensuring all products are valid and prices are correct when the order is received.