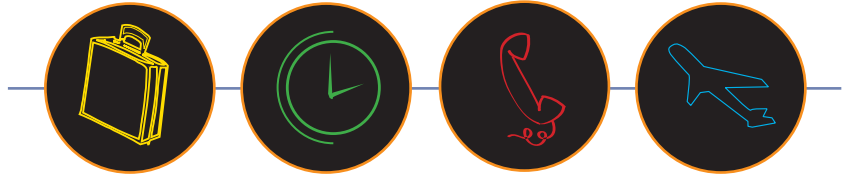


MOBILE SALESSUITE™



Abrasives & Equipment of Atlanta utilizes MSS/Portal for Online Services

Abrasives and Equipment (A&E), a distributor of industrial abrasives and blast equipment, was looking for a solution that would allow them to integrate their existing accounting system and take their business to the Web. As a result, they deployed X1 Solutions' Mobile Sales Suite/Portal (MSS/Portal) consisting of MSS/CRM and MSS/Website products. For A&E, MSS provided a total business solution to efficiently place their inventory on the Web, offer shopping cart & credit card processing as well as a complete internal CRM solution. All of which are integrated to their internal accounting system, BusinessWorks Gold.



Where Everything Is Abrasive But Our Personalities!!!

Challenge & Solution

Since A&E is a small organization, they needed an affordable solution that was easy to use and with little technical expertise. Integration to their current accounting system and the ability to track sales opportunities (quotes) were desired but not necessary. Fortunately, Mobile Sales Suite solved all their problems and with in budget. Integration between MSS and the accounting system was established to link customer, contact and item information. The product catalog structure was created and online items selected in MSS/CRM. Finally, MSS/Website was implemented to allow online order entry via shopping cart method to the product catalog. The only thing the A&E staff has to do is take pictures and attach them to items in the product catalog. Additionally, they now have a robust CRM system that is integrated with their accounting system. A&E is finally able to generate new business through Internet orders, provide customer self-service through the Web portal and work an accurate sales pipeline of quotes that in the past were unmanaged and stored in a file cabinet.

Abrasives & Equipment is a diversified company, supplying abrasives and blast equipment, but also developing and handling specialty and environmental products for the abrasive blast industry.

New Items of Interest

- NEW** - [Preview our new products.](#)
- NEW** - [Used equipment for sale.](#)

Company News

15 Aug 2003: Just another way A&E wants to be **YOUR** experts in the abrasive blast industry. Our product catalog and online shopping cart system is now available so you can order blast equipment & replacement parts online - easily and securely. Please check back often as we are adding items on a daily basis.

[Go to our product catalog](#)

Account Services

- ▶ [Login](#)
- ▶ [Logout](#)
- ▶ [Create an account](#)
- ▶ [Maintain "My Account"](#)
- ▶ [Check order status](#)

Products



A&E carries complete lines of:

- Abrasives
- Abrasive Blast Equipment
- Environmental Products
- Safety Equipment
- Specialty Equipment & Abrasives

Services



A&E offers services to make your blasting operation more productive, effective, and economical.

Technical Resources



Browse through A&E's technical library for up-to-date information to assist you with your blasting needs, MSDS, air requirements, blasting charts, FAQs, company forms, blasting guides, and terminology.

Featured Product



The A&E Wetblaster (LD)
A portable and affordable Hydro-blaster. Great for delicate jobs such as graffiti removal or fiberglass work.

Online Catalog & Shopping



Browse our product catalog, shop securely online, find additional product information. We are adding products daily!

Quick Downloads



[View our Line Card](#)



[Apply for Credit](#)

Current Web Specials

▶ [Blast Machine Packages](#)

▶ [INEX Cabinet Specials](#)

Blast Accessories

▶ [Blast Hoods](#)

▶ [Air Conditioners](#)

▶ [Air Filter Cartridges](#)



[View the complete list!](#)



For more information on how Mobile Sales Suite can benefit your organization, please contact us at 678-627-0227, email us at "info@x1solutions.com" or visit our website at www.x1solutions.com



Implementation

The solution consisted of implementing Mobile Sales Suite and integration to BusinessWorks Gold accounting system to provide:

- o A complete internal CRM system that is integrated to existing business systems.
- o Product catalog synchronized with the accounting system for real-time Web access.
- o B-2-C shopping cart for secure, online order entry.
- o A complete website with dynamic content that is easy to maintain, administer and update appearance.
- o Portal solution that allows new users and existing customers to maintain accounts, place & track orders, check order status, and search the company knowledgebase for FAQ's, public company forms and technical information.

The online catalog is categorized at multiple levels. A product configurator also helps a customer find what they're looking for if they're not sure.



Welcome to our online catalog

A&E of Atlanta is proud to introduce our online catalog. Please feel free to look around. We think you'll find a wealth of information to assist you with your blasting needs!



Blast Accessories

Find accessories or replacement parts for your blast equipment.



Used Equipment

Please take a look at any used equipment we may have available.



Specials

Take a look at our current specials. These are items at reduced prices allowing you to SAVE MONEY!!!



Safety Equipment

At A&E, we put safety first! Find the safety equipment you need to insure safe blasting.



Blast Equipment

From blast pots - to blast cabinets - to automated equipment - to blast rooms...it's all right here.



Product Configurator

Not sure what you need? Answer a few questions and we'll identify it for you.

Items are listed and can be found by A&E or vendor part number. Product literature can be downloaded and items added to the shopping cart.



Air-Fed Hoods

High pressure and low pressure hoods



Helmet, Apollo 60 W/

Acc. Hose, & Cap

A&E Part No: CL10513

Alt Part No: 10513

Only 675!

Helmet, Apollo 60 W/

Cat Cool Air Tube

A&E Part No: CL10508

Alt Part No: 10508

Only 450!

Apollo 60 Hp With 50

Ft Respirator Hose,

Cap 20 Air Filter, Cool

Air Tube

A&E Part No: CL10514

Alt Part No: 10514

Only 720!



Click for associated items:

Accessories
Roadbands
Replacement Lenses

Already know the part number?

Part No. Alt Part No.

CL10513 10513

CL10508 10508

CL10514 10514

CL10511 10511

CL10505 10505

CL10515 10515

10502220 983220V



A&E Part No: CL10505

Alt Part No: 10505

Helmet, Apollo 60 W/ Acc Air Control Valve

Cleco Apollo 60 with ACV Air Control Valve

APOLLO 60 HP & APOLLO 60 LP: The blast industry's most popular and comfortable respirator, the Apollo 60 features double-stitch construction, sound-deadening foam, and large windows. The Apollo 60 is NIOSH-approved, and protects against lead dust at concentrations 1000 times greater than the permissible exposure limit. Available for use with compressed air (P-Model) or air pump (LP Model).

Download a Product Brochure

Only \$ 395

your experts in the abrasive blast industry

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Fax: 404-691-1250
Email: info@abrasivesandequipment.com

Benefits/ROI

A&E chose to implement MSS/Portal to solve a number of business problems. Through the quick implementation, they were able to realize immediate benefit of solving certain business problems quickly. Likewise, since the solution is integrated to their existing business system, much of the content (such as customers and items) were populated automatically. Over the long-term the system will be easy to maintain and adding new items for Web purchases takes a matter of minutes. Over time the CRM system itself will help them identify why they are winning and losing equipment sales which could not be efficiently tracked in the past. Since the industrial blast industry is behind the technology curve, they do not expect online order entry to produce significant amounts of revenue within the first year. However, they have already received orders via the website and are one of the first companies in their arena to offer this functionality. They also feel that personalization and online services through the portal will allow them to stay ahead of the competition as the industry becomes more technically savvy.

For more information, e-mail us at info@x1solutions.com or visit our website at www.x1solutions.com
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