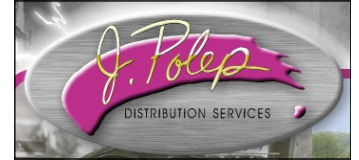


J. POLEP SALES TEAM CAN'T LIVE WITHOUT POW®



BACKGROUND

J. Polep Distribution Services is one of the top convenience store distributors in the country. The Massachusetts-based Polep family has been in the distribution business for over 100 years and services much of New England and New York State.



CHALLENGE

After experiencing years of phenomenal growth in 2004, J. Polep had exceeded the capacity of its existing order entry system. The Telxon units were no longer meeting Polep's needs. "Our sales reps were using Telxon 610's and experiencing numerous data accuracy problems which created a high volume of phone calls to resolve," says Paul Marusek, Vice President of IT for J. Polep. "We needed help maintaining the accuracy between the warehouse and the sales representative. We needed an easier and more accurate order entry solution."

"We were experiencing numerous data accuracy problems."



SOLUTION: J. POLEP CHOOSES POW®

J. Polep chose Ai2's POW (Pocket OrderWriter) as the software solution for their order entry problems. POW runs on Microsoft Windows Mobile platform. J. Polep found flexibility, versatility and simplicity of use to provide superior order entry functionality to their salespeople. This helped them fix their order entry problems and continue their phenomenal growth.

"We needed an easier and more accurate order entry solution."

"The software had the most flexibility [of those we evaluated] and was Pocket PC based," said Marusek. "POW improved not only the quantity of our orders but the quality of orders the reps took in the field and saved them time. The accuracy of our orders increased, the number of phone calls dropped and our sales reps are now performing more easily in the field," says Marusek.



To sum up J. Polep's experience with Ai2 and POW,

"Our sales reps went from resistance to adoration for POW in a short period of time."

"Our sales reps are now performing more easily in the field."

SEE MORE SUCCESS STORIES AT Ai2.com OR CALL (800) 835-3200