

Hines & Company uses the multi-line showroom software, Web-MLS, created by Steve Hagen of PDF Systems in our New York and Washington, DC Showrooms.

Web-MLS is a cloud-based program which enables me to connect at anytime from any location. I can access the program on my iPad or from my desktop computer.

Web-MLS has enabled us to process orders more efficiently without adding additional staff. We have eliminated the expense of the fax machine and the time consuming task of documentation as all payments, COM tags, purchase orders, etc., are easily attached to the originating order transaction. Resale certificates can be electronically stored within the customer's file.

There are various reports that can be downloaded in excel format and sorted in many useful ways to analyze sales by customer, zip, manufacturer, sales representative, etc. I can combine all reports for both showrooms with a simple click of the mouse.

The Commission Tracking Module easily identifies unpaid commissions and e-mails commission due reports to the lines we represent. This module has paid for the cost of Web-MLS!

I chose PDF Systems as my software provider because they have a complete understanding of our industry. It is rewarding to speak with programmers who understand what I mean no matter how I say it!

Myra Hines
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