

Quote

Automates the pricing of goods and services for faster and more accurate customer quotes.

The speed at which businesses must respond to customers needs requires the ability to extend automation to the very beginning of the sales cycle, before finalization of customer or prospect orders. This enhances both the efficiency and timeliness of reported sales data and activities. Allowing your sales reps to submit quotes and your customers and prospects to request quotes with "point-and-click ease" provides you with the competitive edge you need in today's fast-paced digital economy.

Our Customer Portal's Quote is the answer.

Timely and Accurate Sales Quote Maintenance

Quote records, maintains, and tracks sales quote information. The system automates the pricing of goods and services for faster and more accurate customer quotes. Quotes can be generated for both existing customers and new prospects. For prospective customer quotes, prospect data is entered directly into the sales quote. When optionally converted to a sales order, customer master records are created directly from the sales quote, eliminating the need to enter information twice.

- Flexible pricing options enable your organization to incorporate all standard sales order pricing and discounting techniques.
- The quote can then be converted directly into a sales order, instantly generating the order number.
- All closed sales quotes are maintained in history files for future reporting purposes.
- For sales quotes to existing customers, information is automatically pulled from customer master files.
- Quotes can be generated for standard stock items, standard non-stock items, and non-standard items.
- Extensive text areas are provided for additional comments and shipping notes.
- Multiple searching facilities allow the tracking of data by quote and item.
- Quotes can be built based upon pre-existing quotes, thus minimizing mistakes and cutting the time required for data entry.
- A quote number is instantly generated when the quote is processed - no batch updates or "backroom" technical transfer of data.

Track Competitor Information

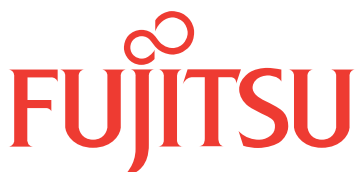
Quote operates seamlessly with the Sales Order functionality in glovia G2 where competitor information files, including a notepad for comments, track the activity of your competitors. Information can be tracked for entire quotes or specific items. Win/loss reports tell you who you're winning orders from, who you're losing orders to- and why.

Security

With Glovia's leading edge user-profiling functionality, you can distinguish external from internal users, and determine both what and how users interact with your data.

Rapid Implementation with Immediate ROI

Doing business-to-business over the Internet requires more than a pretty Web site. It requires an intricate series of interrelationships within and outside your organization. Quote delivers direct real-time communication to your enterprise system without the business rule conflicts, data inaccuracies, delays, and other problems associated with clumsy middle-ware or other outdated systems integration techniques thus allowing a completely secure, seamless and rapid deployment resulting in immediate ROI. Quote provides real-time, high-reliability, high-scalability business processing and delivery capabilities that few e-commerce vendors want to talk about, and even fewer can actually deliver.



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