

QUOTE CX A UNIFIED COMMERCE PLATFORM FOR SALES TEAMS

SIMPLIFY THE SALES EXPERIENCE AND SCALE REVENUE

Give your sales reps the power to sell across multiple channels, including Inside Sales, Channel Sales, and E-Commerce, increasing revenue, reducing operational costs, improving efficiency, and saving time.

Simply plug in product data, configure business rules in one place, and start quoting with ease across multiple channels - in a very short timeframe. Supercharge customer interaction with the built-in collaboration capabilities making quoting easier and faster, with real-time insights into your prospects unlike other CPQ solution providers

INDUSTRY CHALLENGES

- Implementing a digital quoting process is time-consuming.
- Quoting tools have a rigid user experience with a steep learning curve.
- Inaccurate quoting and slow quote delivery damage relationships with customers and clients.
- Difficulty collaborating with clients on quotes creates a lot of back-and-forth and delays the sales cycle.
- Multiple sales channels make it difficult to integrate systems, especially with pre-existing integrations.

KEY BENEFITS

- QuoteCX can be fully implemented in as little as one week.
- Jump right in with a consumer-grade user experience that requires no training to use.
- Ensure quote accuracy by easily viewing pricing changes to your quote in real time.
- Easily create complex quotes using bundle configurations and attribute-specific catalogs.
- Sell across multiple sales channels from customer-specific to contract-specific pricing, all from the same unified application and framework.

QUOTE CX EMPOWERS SALES REPS BY MAKING QUOTING EASIER, FASTER, AND MORE ACCURATE

CONFIGURATION

- Attribute-specific catalogs let sales reps customize quotes by customer, location, or other features.
- Complex bundle configuration allows users to create and price complex bundles.
- Configuration rules prevent human error by preventing unwanted changes or calculations.
- Real-time pricing recommendations let sales reps choose the best prices instantly.
- Configuration comparisons show the best configuration for a quote, while exporting tools let sales reps easily match configurations between quotes.
- Predefined and custom grouping ensure accurate discounting across quotes.

PRICING

- Customer-specific pricing ensures compliance with contracts, industry regulation, and other pricing requirements.
- Multi-level discounting enables complex quote generation.
- Accommodates different pricing types, including list price, cost+ price, UoM-based pricing, and term-based pricing.

QUOTING

- Templates customized to quote type help generate professional, consistent quotes quickly and accurately.
- Clone or create new versions of quotes, letting sales reps maintain configurations or formatting for specific customers or sales channels.
- Built-in collaboration tools let sales reps and customers collaborate on quote determinations, making quoting easier and faster.

+33%

Faster pricing
and quoting

+38%

Error
reduction

+19%

Upselling
capability

+25%

Sales
productivity