BT global has partnered with Virtusa to create a one stop quoting tool, 'my quote' to serve global & enterprise customer bids.

Challenges

- BT Sales Teams struggle to create quick bids and final quotes accurately that match varying, and unique customer needs due to challenges like:
- Decentralized Data
- Manual Data Systems
- Conflicting Service Rules
- Rekeying of same data configuration

Solution

- MyQuote accelerates quote to order time by:
  - Streamlining end-to-end sales process
  - Seamlessly enabling configuration of complex network products in mere minutes
- MyQuote solves the problems as an app which :
  - Leverages industry best practices
  - Built on open-source software
  - Offers product customization
  - Enables sales analytics for better decision making
  - Seamlessly integrates with customer inventory system

Value delivered

- Large quotes of **500/1000 site** bids completed in hours
- **Faster onboarding** of any new product with lesser effort within **2 sprints**
- Streamlined quoting process
- Enhanced cross-channel capabilities
- increased quote approval efficiency

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