Abstract

The text in question focuses on the implementation of an online form to quote trailers and semi-trailers in the company Mavaen S.A de C.V. The company is dedicated to the manufacture and export of specialized trailers and seeks to offer customized solutions to meet the needs of its customers.

The main objective of the project is to facilitate the quotation process for clients, through a form on the company's website. This will allow customers to obtain equipment that meets their needs, as for the seller to receive the order and the necessary documentation to send it to manufacturing once the paperwork is completed.

The use of online quotation forms is presented as a more efficient solution compared to the traditional process of quotation by email or phone calls. The forms offer an organized structure for collecting accurate and systematic information, avoiding errors and allowing for easier tracking of quotes.

The implementation of forms in the sales department allows greater customization of quotes, improves the efficiency of the process and contributes to better customer satisfaction. In addition, the best practices for using forms in the quote process are mentioned, such as designing a clear and simple interface, collecting accurate and systematic information, ensuring the integrity and consistency of the recorded data.

Reference is made to success stories in the implementation of forms in companies, highlighting how Dell Technologies uses an online quote to offer personalized technological products.

In summary, the implementation of an online form to quote trailers and semi-trailers seeks to streamline the quoting process, improve the customer experience and offer a competitive advantage in the market. Emphasis is placed on the importance of staff training, integration with existing systems, and ongoing monitoring and maintenance of the form.