

# INSIGHT SELLING SUITE

*Predict revenue, mitigate sales risks & collaborate successfully in Configure-Price-Quote processes with our reasonable Cloud CRM Sales System*



## Predict Revenue

Achieve transparency and accountability for your sales process to predict revenue.

Bridge the gaps of a decentralized sales and Request for Quotation (RFQ) procedure by capturing the sales process in one system.

Leverage insights! Drive your business with the help of accurate sales forecasts and powerful analytics insights delivered by the Insight Selling Suite.



## Mitigate Sales Risks

Enable sales teams to sell at the right price and with the right margin.

Increase the profitability of your offerings through accurate costing and margin optimization with specialized Configure-Price-Quote features.

Avoid configuration errors with complex cost structures captured in advanced cost models and made available for sales anytime, everywhere and on any device in the cloud.



## Streamline Collaboration

Empower and streamline collaboration for an efficient quote-to-cash process.

Reduce cycle-times for collaborative RFQ procedures significantly with automated workflow routing and fast and compliant data provision via Excel integration for sales, engineering, purchasing or other quote-contributing parties.

Facilitate sales to create professional proposals in swiftly and compile all customer requested information in the required format at a click.



## Kick-Start Growth

Grow with a scalable and future-fit cloud solution that guarantees fast roll-outs.

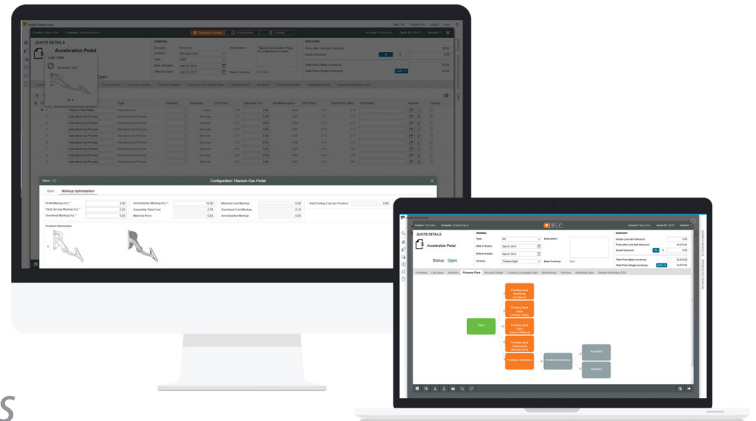
Support your business dynamics via a flexible subscription model and enable further growth via global scalability.

Benefit from an innovative cloud solution running on the fast and reliable SAP HANA Cloud Platform with highest security standards.

The Insight Selling Suite is ready to be integrated into your existing SAP ERP and runs in all common browsers.

# Reasonable CRM Simply made for using

Specialized for  
Manufacturing, Engineering,  
High-Tech & B2B Service Industries



## Account & Contact Management

Manage your accounts and contacts through a clear 360° Account View and gain valuable analytic insights.



## Opportunity Management

Identify, create and prioritise leads and opportunities at a click. They can easily be converted into quotes later.



## Product Configuration

Configure your products, components and services with minimum effort and create accurate quotes via intuitive actions.



## Costing

Perform costing of your products, components and processes at a few clicks and review your complex cost structures in clear and manageable Costing Views.



## Pricing & Discounting

Protect and optimize your margins towards profitability with simple Pricing Views. Review the effect of product attributes on the price and define custom discounts swiftly.



## Sales Collaboration

Collaborate across departments and locations in virtual teams to include all quotation relevant data and reduce cycle times.



## Workflow Routing & Approvals

Route your workflows for all quote contributing parties with notifications. Save time with automated approval procedures for quotes and prices, matching your competency framework.



## Excel Integration

Leverage existing Excel-based workflows and upload or download relevant data to work on your quote.



## Up-/ Cross-Selling Recommendations

Explore up- and cross-sell potential for your products and services with sales recommendations to boost revenue.



## Guided Selling

Use a sales questionnaire together with your customer. You will be guided to the best fit solutions automatically and can configure your solution easily.



## Proposal Management

Create a professional proposal from customized modules like cover page, technical offer, commercial offer and product detail attachments.



## Proposal Generation

Preview and generate editable proposals from multiple, templates in Microsoft Word, Excel and Adobe PDF.



## Analytics with Dashboards

Gain actionable insights into your sales process to predict revenue! Your sales data is connected and enriched with sentiment analysis by SAP HANA® Cloud Platform to leverage powerful analytics.



## Integration

Benefit from several integration capabilities, like a back-end connection to your SAP ERP or to your front-end SAP Hybrid Cloud for Customer.\*



## SAP HANA Cloud Platform

Your data is handled in the integrated fast and reliable SAP HANA® Cloud database with highest security standards and future-readiness.



## Rapid Deployment

Grow with our ready-to-use CRM solution guaranteeing a rapid deployment and global scalability.