



Select Items

Quote will be triggered by a specific inquiry from a prospect. AgileQuote will permit the salesperson to progressively put together a "bundle" of "items" to be quoted. AgileQuote fetches the costs / prices of each line item from the company's ERP / equivalent system. Both "outright sale" and "rental" are supported.

Configure Products

A sophisticated configurator permits finished goods and stock keeping units to be assembled together into a saleable bundle. Where applicable, AgileQuote will use constraints and other business rules to ensure that bundles are both technically feasible and make business sense.



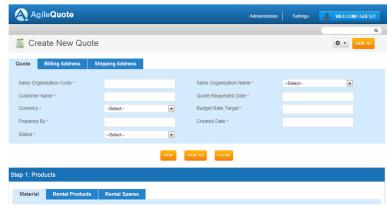
Agile Quote Desirboard Oucle Products Reports Q Duotation Summary Oucle Name : Weaving Plant Assembly Sales Organization Name: USA Customer Code : 5004 Customer Name : 3Com Corporation Requested Date : 24-Jan-2014 Currency Name : EUR Budget Value : 25 Prepared By : Jonathan Romero Billing Address Details Shipping Address Details Address Line One : 401 Mointre Rd Address Line Two : City : Charlotseville City : Charlotseville State : Names State : Names State : Names State : Names Address Value : Names Address Value : Names Address Value : 25 City : Charlotseville

Approve Quote

AgileQuote lets the quote maker to enter qualitative information in support of his or her quote and submit the quote for approval by others in the company. By using workflow, AgileQuote ferries the quote around for approval by executives (e.g. VP Sales, VP Finance) whose names can be configured via business rules. Quotes at list price require no approval.

Create Proposal

Enables the user to include Covering Letter and attach marketing collateral viz. Brochure, Datasheet, Case Study, etc., along with the quote to create the proposal.







Influence Sphere

Build the "Influence Sphere" comprising of one or more contacts in the prospect organization who influence the purchase decision and should therefore be covered by the salesperson apart from the primary contact to whom to proposal is addressed. Connect with such influencers via LinkedIn Invite To Connect, Introduction and InMail. Premium LinkedIn account is required.

Competitor Price Benchmark

Find out past history of competitor quotes before deciding the price. Requires access to one or more of the following sources of data: internal Win/Loss database, order loss reports in CRM, tender results, competitor order-win press releases, and so on. Every time an AgileQuote user prepares a quote, AgileQuote will automatically display the competitor price benchmark. The user is empowered to accept or ignore the system-displayed competitor price benchmark while deciding their quoted price.





Catch 'Em Early

On the basis of their social media behaviour, identify people who are most likely to purchase your product or service. Such people could, for example, be your brand advocates or disgruntled customers of your competitors. Engage with such people early in their purchase cycle - i.e. prior to preparing the proposal - via customized responses to their questions, promotional offers, and so on. Premium access to third-party social intelligence platforms is required.

Dashboards

As soon as a salesperson or sales leader logs on to AgileQuote, they will be shown the following dashboards with the facility to drill down to individual items:

- Quotes to Close: List of all quotes already submitted.
- Pending Quotes: List of all quotes initiated but not submitted.
- Orphaned Quotes: List of all quotes where the customer contact person (to whom the quote was submitted) is no longer employed with that company.