

Select Item

Material
Bundle

Vacuum

10 Show entries
Filter:

Code	Name	Quantity	View
1000	Weaving Plant	1	
1001	Textile Machine	1	
1039	2SKseriewaterloop	1	
5678	Alba	1	
1039	2SKseriewaterloop	1	
A54632059	Vacuum	1	

Heat

Add Item

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.

Material
Bundle


Vacuum

10 Show entries
Filter:

Material Code	Name	Quantity	View
1039	2SKseriewaterloop	1	
5678	Alba	1	
A53307959	Becharach	1	
A53308959	DeLevel	1	
A53323975	Diaphragm	1	
A53597908	Filtration	1	

Heat

Add Item


WELCOME ALAN!
Log Out

Dashboard
Quote
Products
Reports

Quotation Summary

Quote 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 McIntire Rd
Address Line One : 401 McIntire Rd
Address Line Two :
Address Line Two :
City : Charlottesville
City : Charlottesville
State : Virginia
State : Virginia

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.


Administration
Settings
WELCOME GUEST!

Create New Quote

Quote
Billing Address
Shipping Address

Sales Organization Code *
Sales Organization Name *
Customer Name *
Quote Requested Date *
Currency *
Budget Rate Target *
Prepared By *
Created Date *
Status *

SAVE
SAVE AS
CLEAR

Step 1: Products

Material
Rental Products
Rental Spares



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 the 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.