



QUOTE TO ORDER SIMPLIFIES THE SALES PROCESS TO QUICKLY GROW REVENUE

PRODUCT AND SERVICE QUOTES MADE SIMPLE

Looking to increase your product and service sales? Stop relying on highly inefficient and manual sales processes. With MaintenanceNet's Service360™ Quote to Order Module (QTO) you can give your entire sales team and channel partners access to information needed to generate complex quotes and orders faster, more accurately and quickly become more profitable.

Bundled with our Service360 cloud-based solution, QTO is easy to use and interacts directly with the supply chain to create on-demand quotes and order transactions direct with a manufacturers ordering system. Linked to your pricing systems, QTO presents customer specific, real-time pricing to your sales organization and your channel partners online. The module greatly reduces the time to revenue by enabling organizations to create, validate, and manage quotes and orders across the entire sales cycle.

REDUCE COST OF SALE & ACCELERATE TIME TO REVENUE

This rules driven technology platform is fully customizable and can be delivered to your internal sales departments and released to your partners for self-help quotes and orders. By taking steps to reduce the quote to order sales cycle through the use of automation and integration strategies that connects manufacturers to their distributors and resellers or wholesalers and retailers, this channel enablement solution makes transacting easier than ever before.

The QTO module automates the quote creation process, helping you achieve higher sales conversion rates. Integrated with your internal sales systems and offering a complete quoting and ordering workflow, QTO can also be seamlessly integrated with third-party systems eliminating the need for dual entry in multiple supply chain systems.

FEATURES & BENEFITS

- ▶ **Self-help to Create On-demand Quotes**
Deliver accurate service quotes within minutes
- ▶ **Integration With Quoting & Ordering Systems**
Channel-friendly with single entry for service quotes and order transactions
- ▶ **Product Look-up by Serial Number/Description/SKU**
Quick, easy and accurate look up of compatible services; reduces research time
- ▶ **Real-time Service Transactions and Order Management**
Reduces cost of sale and time to revenue
- ▶ **Electronic Delivery of Quotes and Order Certificates**
Instantly send customized and branded email quotes to your customers
- ▶ **Promotion Framework and Discount Models**
Ensures accurate real-time customer pricing
- ▶ **Language and Currency Conversion Support**
Easily sell globally with translated quotes



“ Using the Service360 Quote to Order Module our sales cycle has dramatically reduced from hours to minutes - a dramatic time savings. ”

— Leading Value-added Reseller

FOR MORE INFORMATION OR A PRODUCT DEMO CONTACT US 866.699.7212

EMPOWER THE CHANNEL TO BE MORE EFFECTIVE

Supporting complex pricing structures, QTO enables sales teams easily to create customized quotes with customer specific pricing. Sales teams can now ensure that their quotes are complete, valid and accurate before they are delivered to the customer. Delivery of professional electronic quotes to customers is achieved in minutes and drastically improves customer satisfaction. And for global markets, language translation is available enabling users to easily convert their quotes to their language and currency exchange.



SIMPLIFIED SALES PROCESS

With QTO working for you, you're able to generate revenue more quickly with the "Order Now" approach. Give your sales team and partners the ability to turn quotes into orders and transact online by paying with a credit card or purchase order number - simply, securely and accurately.

Your salespeople and channel partners now have the ability to quickly see what products and services they can sell, to whom and at what price. With a new streamlined sales process, you can dramatically shorten your sales cycle, increase sales productivity and decrease cost of sale. You and your partners will now have more time to focus on winning new business and selling high margin solutions.

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