



Spend less
time quoting
and more
time selling.



CloudQuote
CLICK & EASY

CloudQuote is a CPQ (Cost, Price, Quote) Sales Tool allowing for quick, accurate, consistent quoting output by your sales team, allowing them to spend less time quoting and more time selling.



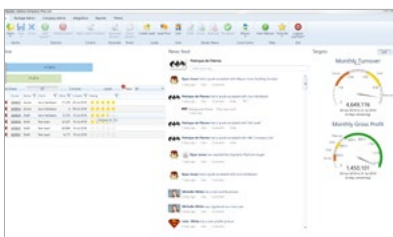
For the Sales Team

- Drag and drop quoting in a fraction of the time compared to antiquated methods
- Accuracy of quotes as it's virtually impossible to incur an error
- Quotes are automatically added to reps pipelines the moment they are generated
- Pipelines are easily manageable for quick follow up and update of deal status
- Simple and easy to use interface
- Quick access graphical tutorials allow for easy ongoing reference and guidance
- Increased selling & income-generating time
- The real-time dashboard provides an immediate overview of commission status

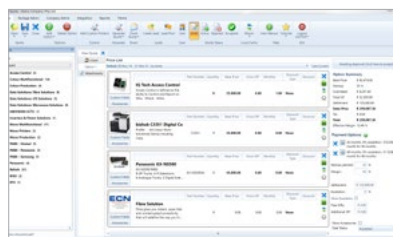


For Management

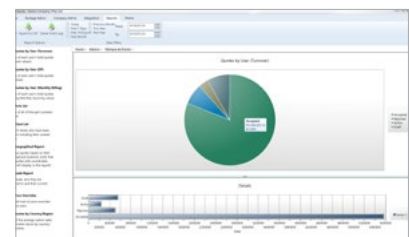
- Instant access to every quote ever generated in the system.
- Rapid reporting (including GP, Forecasting, Leads and Geographical reports as standard) and pipeline generation and upkeep.
- Product, pricing and rate changes are immediately superseded and relayed to all users
- Standardised quote templates ensure that the desired professional corporate image is consistent
- Detailed tracking of lead source and allocation determines the best ROI per marketing campaign
- Proven ease of use ensures that newbies will be up and running in minutes
- Quotes can quickly be reassigned to other reps should a rep leave you, allowing for these prospects to be followed up on immediately



Dashboard



Quoting



GP reporting

CloudQuote is a hosted or on-site software solution suite designed to enhance the end-to-end sales process within your business.



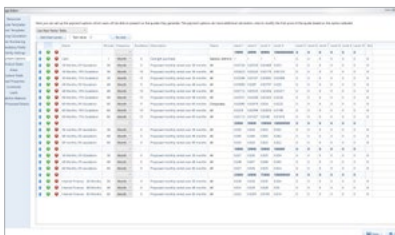
For Clients

- Quick turnaround on request for proposal
- Guaranteed accuracy of all quantitative elements
- Itemised, precise configuration & spec schedule

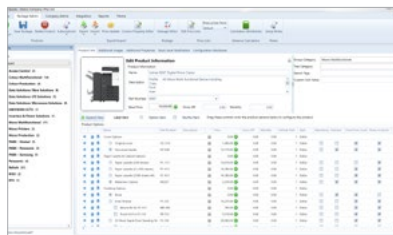


For Admin & Sales Support

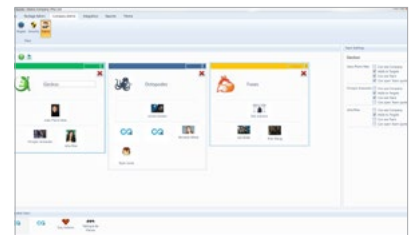
- Quick and simple uploading with concurrent distribution of product, pricing or rate changes
- Pricelist subscriptions can be created by H/O or a Distributor and can seamlessly be pushed down to different branches or dealers with their own specific pricing tiers, immediately available for drag-drop quoting
- Accurate stock ordering as per system-generated sign off sheets
- More time to focus on customer service and related income generation
- Less time wasted in checking and correcting order documentation as the product hierarchies effectively eliminate user error by only allowing compatible mainframes and accessories to be selected and automatically pricing each



Payment options and factors



Maintaining products



Teams



How CloudQuote's quoting software reduces your company spend

Time is money, there's no doubt about it. Businesses are always searching for ways to improve upon their admin systems so that more time can go towards strategy and sales. Despite this, many companies are still using antiquated quoting methods to produce business proposals. Baffling, isn't it? These methods are time-consuming, prone to error, and let's face it – laborious! Not to mention they prevent managers from accessing quotes done by the sales team, which slows the sales process down further.

So what's the solution to this time-consuming task? **CloudQuote's specialised quoting software. It speeds up the quoting process, saving your sales reps time, and your business money.** But before this quoting software can become useful, the company needs to work out its cost to quote.

Working out the cost to quote

"Cost to quote" is an important aspect of business, but many businesses owners are unsure of what it means, and certainly don't keep track of it. So what exactly is "cost to quote"?

In a nutshell, it is the amount the quoting process is costing your company. Before installing quoting software, it's important to know what your cost to quote is so that you can set goals for reducing it. The cost to quote is easy to work out: Take your sales reps' hourly rates, and times each individual's rate by the amount of time he/she spends quoting per day. Add these up, and the amount you end up with is your daily company cost to quote.

Here's an example:

- Let's say a sale's rep earns about R94 per hour and does on average 1 quote per day
- 1 quote equates to about 30 mins of the rep's work day
- $R94 \text{ per hour} \times 0.5 \text{ hours} = R47 \text{ cost per quote}$
- Now you can take this amount and work out what it costs the company per month & per year
- If the sales rep works 20 days per month, the company's monthly cost to quote is R940, which works out to R11 280 per year. And this is only for 1 sales rep.

CloudQuote allows reps to produce a quote in 3 mins or less. Save time and money with CloudQuote.

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