

An Introduction to QuickSales

The sales solution for the real-time enterprise

In today's highly dynamic business environment closing a deal quickly is of the utmost importance. This requires the **timely production of reliable proposals** that include the latest products and services from the company's portfolio.

Yet many sales people still work with pen and paper, relying solely on the back-office to produce the appropriate detailed bid. This often results in long lead-times for a bid to reach the customer and poor quality of the technical specification in relation to the customer requirements.

In addition to this new products and services are only actively pushed by the sales force after intensive - and often expensive- training sessions with product managers. This can result in a serious loss in opportunities.

The 3 R's of sales

QuickSales addresses these challenges and enable firms to work in real time. QuickSales applies the 3 R's concept: having the right information at the right place in the right time.

The aim of QuickSales is threefold:

- Significant reduction in time between the first customer contact and the final order
- by using top quality bid documents,
- and improving productivity of your workforce, by optimising the necessary resources to accomplish this.

QuickSales is designed to support the sales of complex portfolios in a business-to-business environment Especially in businesses where face2face contact is essential and products need some form of customisation. Example industries are telecommunications, medical equipment, security solutions, transportation etc.

Developed by Sales for Sales

The proven QuickSales approach has been applied and found highly effective by sales people in a variety of large blue chip companies for both direct and indirect sales channels.

During the development phase Xpert Technologies liaised very closely with sales experts in order to produce a tool that would suit their specific needs. By **keeping it simple yet comprehensive** the tool increased the confidence of the sales force when it comes to selling complex solutions.

QuickSales enables the sales force to use all available information of a firms portfolio. QuickSales makes this information easily accessible in real-time. Furthermore, whilst the system incorporates the detailed configuration and pricing information, your sales force can focus on what they do best: closing deals.

The process of taking your customer's requirements becomes a standardised process ensuring that you offer the best solutions to your customers time and again. In addition to this high quality bid documents are produced in a matter of seconds.



Software solutions for your professional requirements

Benefits at a glance

Whatever sales domain you are in, QuickSales has been developed to help you draft proposals in the shortest possible time with the greatest precision, therefore improving your company's productivity when it comes to the sales processes.

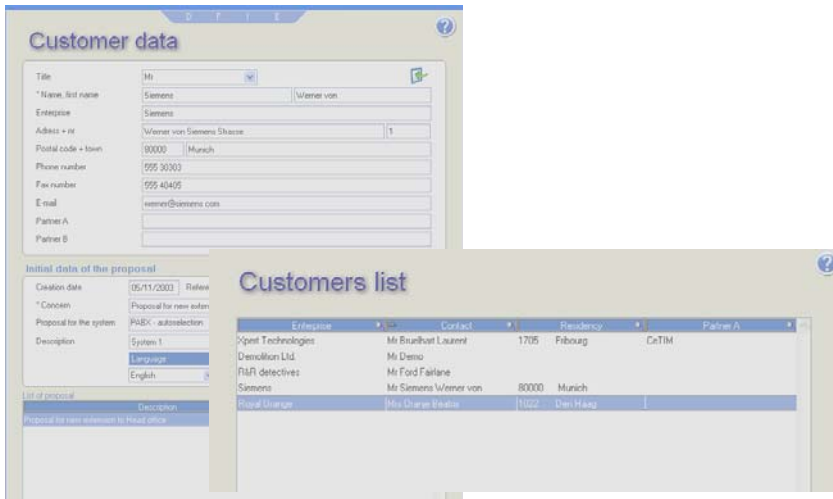
A bid process is often a timely process. Simple or complex price quotations and proposals often require support from back office technicians. Adequate communication and information flow between the back office and sales is thus essential.

QuickSales radically improves these processes. Complex pricing models, technical solutions and service packages are all integrated into one easy-to-use tool.

The **main benefits** are:

- **Making complex product knowledge easily and readily accessible to your sales force.**
QuickSales is unique in that it encompasses a centralised modelling approach of your complex product and service portfolio and makes this complex knowledge easily accessible and understandable for your sales force.
- **QuickSales is easy-to-use.**
By means of user-friendly intuitive graphical interface QuickSales is easily and quickly mastered by the sales force. There is no need for expensive and lengthy training sessions.
- **Standardised customer requirement collection process.**
The sales representative takes the customer through a step-by-step requirement entry process enhanced with graphical interfaces of your specific products. This ensures completeness of your bid and reduces errors within the sales process.
- **Instant preparation of complex proposals.**
No matter how complex, the required bid documents can be established in matter of seconds, including support documentation such as a cover letter, bill of materials, leasing information, and service level agreements.
- **Improved new product introduction.**
New product introductions can be managed more effectively as the knowledge on new products and configurations are centrally administered in close cooperation with your product specialist (e.g. the product manager). The sales can instantly use this knowledge, creating value out of new products.
- **No need for expensive product and commercial training.**
Time-consuming and expensive training of employees is no longer required in order for them to be familiar with all your product specificities.
- **Reduced costs due to errors.**
Costs incurred due to mistakes in the detailed technical specification can be drastically reduced. The detailed knowledge on your complex configuration rules and components are modelled in QuickSales and made accessible to your sales force.
- **Professional image to the customer.**
QuickSales empowers your sales force to provide your potential customers with on the spot professional solutions, and thus illustrating your company's professionalism.
- **Multilingual platform.**
QuickSales allows your sales force to input the information in their preferred language, whilst the documents are prepared in the language of your customer. QuickSales is currently available in four languages.





Capturing your customer data

QuickSales keeps a record of the key data of your customers. The sales force can easily select customers and proposals.

Capturing your customer's requirements

The process of capturing customer requirements is standardized in order to make it an easier and more reliable process for the sales force. Using graphical interfaces your sales force is empowered to easily navigate through your complex product portfolio enabling them to prepare a high quality solution for your customer on-site and within minutes. Your complete portfolio can be integrated, ranging from hardware, applications, services, maintenance, leasing arrangements, etc.

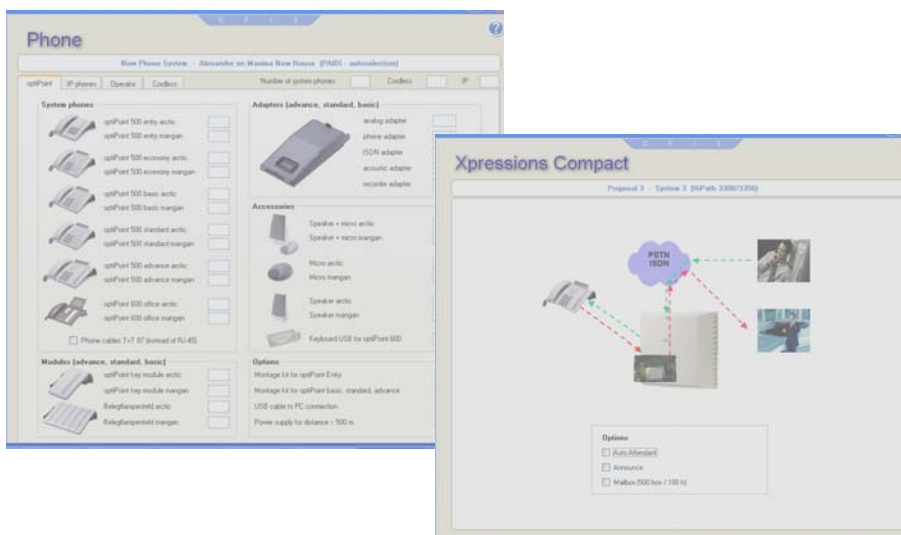
Technical Specifications

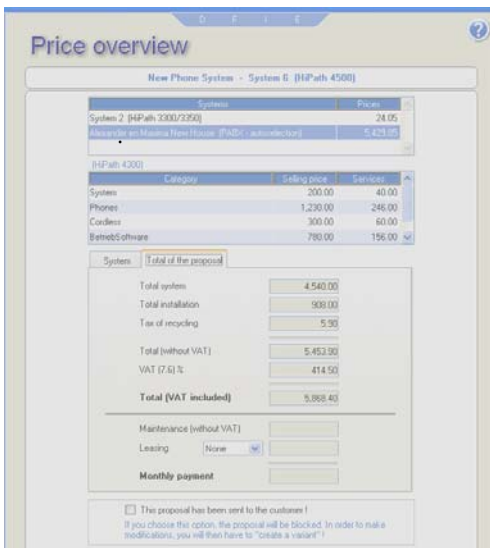
Meeting the mobility Requirements of your sales people

Mobility in Sales is vital as much face2face contact with the customer is essential. Sales people by nature are not likely to spend a lot of in the office and that is why we have designed the QuickSales application to meet the mobile needs of your sales force. QuickSales can be used on laptops and even the new generation of tablet PCs – thus enabling your sales force to use the application where it matters– at your customer's site. QuickSales can be used as a local application that with a central server synchronises on a daily basis.



QuickSales is unique from other existing configurators as it also takes the innovation process of your company into account. Using the QuickSales modelling approach new products and services can be quickly made available to the sales force. QuickSales reduces the need for the sales force to wait for and attend lengthy product training sessions as the information is directly accessible in an easy to understand format.





Instant production of necessary bid documents

After taking your customer's requirements QuickSales instantly produces all the necessary bid documents at a simple click of the mouse. The documents can be customised to your company's requirement and include items such as:

- Price quotation
- Cover letter
- Bill of Materials
- Service level contracts
- Terms and conditions
- Leasing agreements
- Etc.

QuickSales allows you to simply print or directly email these documents to your customer, without the help of support staff.

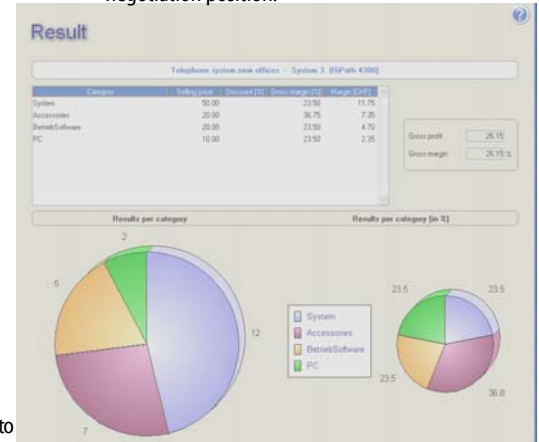
Making comparisons between solutions

With QuickSales you can produce variants on your existing proposal within minutes in order to evaluate with your customer what the best suitable solution is. The comparison functionality enables your sales force to compare different systems and prices. Additionally it provides an overview of what the constraints of certain systems are with respect to your customer's requirements.

Reporting performance

Another functionality that makes quicksales stand out from the crowd is the result reporting. With a simple click of the mouse the sales force can get a complete overview of the key performance indicators of the deal, including gross margin.

This functionality also allows the sales force to simulate various discount possibilities and thus strengthens your negotiation position.



Always the latest knowledge at hand

QuickSales, as a local application on your sales force tablet or laptop, is synchronized frequently and easily on with a central server. This ensures that your sales force has the latest knowledge on for example products or price alterations at their disposal. This function can also be used to inform your sales force about certain discounts or any other news that is important to your sales force.



Installation requirements QuickSales

QuickSales runs on the main platforms Windows 98, ME, NT, 2000, XP, and requires the following:

- Only 20 MB of free disk space
- 200 MHz processor
- 64 MB RAM
- 16 MB graphics card
- Minimum resolution 1024 x 768
- 24 bit color

In addition, to make full use of QuickSales, you should have:

- Microsoft Word 97 / 2000 (including OLE links)
- Adobe Acrobat Reader.

Data protection

QuickSales uses a high-performance database encoding system combined with password protection. Confidential information contained in proposals can therefore not be intercepted and read by third parties not using QuickSales.

Compatibility with your existing IT systems

QuickSales is compatible with most existing databases enabling easy import and export of data. It is also possible to create interfaces with your SAP R/3 solution.

Optimising your sales processes

Unique Modelling Solution

What makes QuickSales really unique is the process by which new product, services, prices, configuration rules and any possible offering can be integrated and updated.

The QuickSales Modelizer Solution enables you to update your portfolio whenever you wish – anticipating the innovative and dynamic nature of your business.

Customisation to suit your requirements

No company is alike. The QuickSales suite can be tailored to meet your specific requirements.

Modelling Service

Responsiveness is key to ensure your business will optimally benefit from the QuickSales Suite. You can opt for our service package and ensure that one of our teams will maintain close contact after implementation of your system and – together with your people – maintain the portfolio of offerings within the system.

Training

Training is always an essential part of any system implementation. QuickSales is easy to learn and long expensive training sessions are not required. Using training workshops – our highly qualified trainers ensure your sales force is fully prepared to benefit from QuickSales.

