Sales Quotes

Tracking your sales proposal activities, and the sales proposal activities of your competitors.

glovia.com Sales Quote extends automation to the beginning of the sales cycle, before finalization of customer or prospect orders. This enhances both the efficiency and timeliness of reported sales data and activities.

Easy-to-Use Tracking System
The Sales Quote application records, maintains, and tracks sales quote and competitor information, as well as statistics on the probability of closure. The user interface and document structure are nearly identical to that of the Sales Order application, minimizing the need for additional user training.

Timely, Accurate Sales Quotes
The system automates the pricing of goods and services for faster and more accurate customer quotes. Flexible pricing options enable your organization to incorporate all standard sales order pricing and discounting techniques. Sales Quote can be used with Sales Order Configuration for faster and more precise quoting of make-to-order products. All or part of the quote can then be converted directly into a sales order, and the sales quote automatically closed. All closed sales quotes are maintained in history files for future reporting purposes.

Generates Customer and Prospect Quotes
For prospective customer quotes, prospect data is entered directly into the sales quote. When optionally converted to a sales order, customer master records are created directly from the sales quote, eliminating the need to enter information twice. For sales quotes to existing customers, information is automatically pulled from customer master files.
Maintains Competitor Information
Competitor information files, including a notepad for comments, track the activity of your competitors. Information can be tracked for entire quotes or specific items. Win/loss reports tell you who you’re winning orders from, who you’re losing orders to - and why.

Forecasting Aid
By optionally assigning a probability code to sales quotes or line items, you can instruct the system to calculate the value of future expected orders based on quantities and prices in Sales Quote. Expected sales value reports may be viewed or printed by customer, time frame, item, sales representative or sales quote type.

Sales Quote Entry
- Quotes standard stock items, standard non-stock items, non-standard items, configured items and additional charges
- Integrates all standard sales order pricing and discounting techniques
- Extensive text areas for additional comments
- Quotes for both existing customers and new prospects
- Tracks probability of closure for expected-value reporting

Competitor and Probability-of-Closure Tracking
- Maintains master file for each competitor
- Tracks competitor information for each sales quote or item
- Generates win/loss reports

Convert Sales Quote to Sales Order
- All or selected part of sales quote can be converted to a sales order
- Optionally closes sales quote as a result of the conversion
- Creates customer information from prospect data

Standard Inquiries
- Sales Quote
- Sales Quote History
- Sales Quote Product Configuration Review
- Sales Quote Status
- Sales Quote By Item
- Sales Quote History By Item
- Competitor

Standard Reports
- Sales Quote Configured Pricing
- Sales Quote Configuration Review
- Sales Quote Status
- Sales Quote History
- Sales Quote Review
- Sales Quote Expected Value
- Sales Quote Win/Loss Analysis Competitors
- Sales Quote Status Codes
- Sales Quote Type
- Win/Loss Reason Codes
- Probability of Closure Codes
- Sales Quote Analysis

Glovia International

With offices worldwide, Glovia International is the leading provider of e-commerce solutions and world-class services for the digital marketplace. It is the only company to deliver a robust suite of business-to-business “transaction applications” that are fully scalable and seamlessly integrate with existing enterprise systems. With customers like Dell Computer Corporation, Panasonic, and Caterpillar, Glovia’s technology enables Fortune 1000 companies to build and run the most advanced digital enterprises that boost their competitiveness in the rapidly evolving global digital economy. Glovia is a Fujitsu company.