Quotedge

Dynamic and Real-Time
Advanced Quoting

positiveedge   Products

enabling the
customer-centric
enterprise
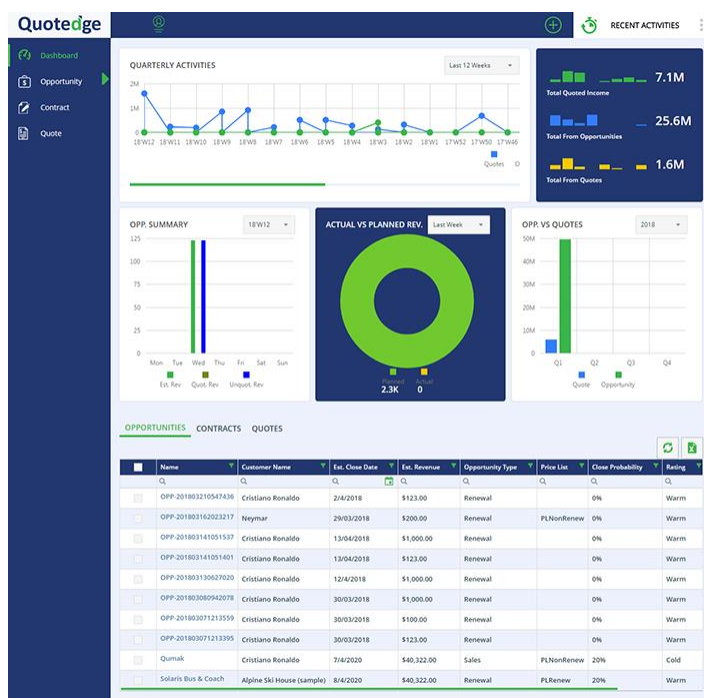
www.positiveedge.net

Manage Your Pricing Complexities …. Focus on the Sale

Pricing and quoting isn't just a challenge for sales. In today's business context, it's a complex data driven exercise. Intense market competition, globalization, complex product and services offerings that are constantly being added to the list of offerings challenge companies to develop and manage effective pricing and quoting strategies. And of course, this applies to both existing and new opportunities.

We offer you Quotedge, a sales quoting tool that manages the complexities of modern pricing and builds compelling quotes:

- We enable your sales organization to make data-driven pricing decisions that maximize value for your customers
- We integrate Quotedge with CRM and ERP systems, allowing you to leverage data such as sales opportunities, products and price lists and so on to make optimal pricing and product recommendations for every customer
- We allow sales to pursue additional opportunities within the installed base through cross sells and up sells

Key Features

Managing Multi-Quoted Opportunities
We provide you with the ability to generate multiple quotes for the same CRM based opportunities, each with their own quote line items representing products and services, their quantities, pricing, discounts and other sales considerations.

Comprehensive Dashboard
Quotedge gives you a comprehensive dashboard with sample graphical reports that provide a daily snapshot of quotes, opportunities and contracts. You are also furnished with a summary table view of the same. Drilling down into these items is a simple click that brings up detailed item specific information.

Quote Statuses and Related Processes
All quotes are routed through workflow based process that assign statuses such as **Draft**, **Approved, Published,** while **Rejections** and **Cancellations** are also managed. All activities are logged for a complete audit trail.

Write-in Products and Sub-Products
A key differentiator of Quotedge is the tool's ability to add new products as "**write-in**" products that are created new and saved back to the quote and managed. Products can also have sub-products that have the same configurability as the original.

Price Lists On-Demand

Another key differentiator is allowing you to create price lists on the fly. You can create a list by adding line items to it and saving it !

Multi-Currency and Pricing Flexibility

Quotedge provides you with the following key pricing features:

- Support for multi-currency that allows you quote globally
- Quote line items that can each use different price lists
- Discounting and markups that can be done by line item or in bulk
- Pricing based on tiers and blocks of units of the products

Rapid Quote Generation

To increase sales productivity, Quotedge provides the Sales representative the ability to copy a quote from an existing one. The copied quote can be used for the same opportunity or for a different opportunity as well. This allows for each cross-sell and up-sell opportunities to be quickly pursued.
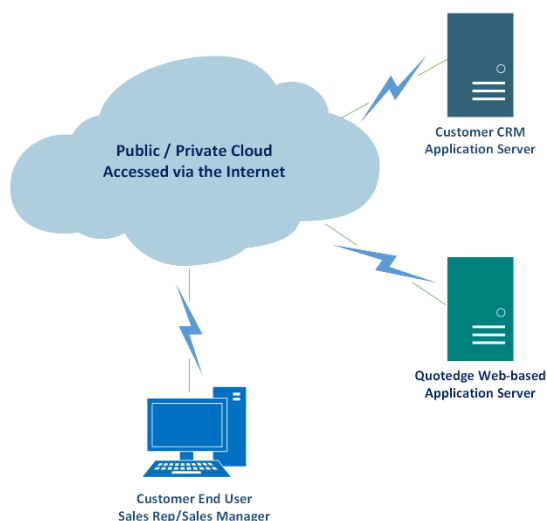
Powerful Administration

Quotedge provides an administration module whose features are:

- Setup and manage users and manage password policies
- A **Workflow Configurator** that provides powerful controls
- A **Pricing Configurator** that enforces pricing policies
- **Rules and Conditions** configurator to create and set them up

Technical Perspective

Quotedge is cloud based software that is primarily setup to connect to your CRM deployment in order to access your opportunities, price lists, contracts and other relevant information. The ability to access price lists from other sources is also available. The application can be deployed in your private cloud or in a public cloud such as Azure or AWS (Amazon Web Services) to which you will need to configure your firewall to allow Quotedge to access your CRM production instance.

Minimum System Requirements

The following are the client requirements for accessing and using Quotedge:

- **Browsers:** IE 11 and above; Firefox and Google Chrome (latest versions)
- **CRM Applications:** Microsoft Dynamics CRM; Salesforce.com (latest versions)
- **Operating Systems:** Windows Server 7 or 10
- **Database Server:** Microsoft SQLServer (optional)

Solution Offerings

The following annual packages are available for your considerations:

Package	Users	Quotes
Standard	10	500
Advanced	100	10000
Premium	Unlimited	Unlimited