

Configuration, Pricing & Quotation Made Simple

PreSalesAdvisor is a cloud-based tool that makes it easy to price and give quotes for verified technology configurations

Pre-Sales can be a complex and difficult area for organisations; working with products from multiple manufacturers, inconsistent user experiences across vendor solutions, difficulty and restrictions in comparing or creating unified solutions, and ultimately lost efficiency resulting in slower customer response times.

Our cloud based solution makes it easy to provide quotations for verified technology configurations and with its vast range of timesaving features, is routinely described as "revolutionary" and "very easy to use".

You'll immediately see the benefits of the verified configurations, instant delegated pricing (*Deal Registrations*), real-time stock information, and multi-currency capabilities.



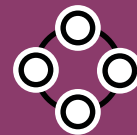
Customisable Configurations

Supports any product, bundle, solution or service from any vendor (including in-house).



Value-Added Service Integration

In the single tool, you can include warranties, licences, support packages & financing to increase order value.



Supply Chain Automation

Reduce inefficiency in the supply chain by making it easy for users to configure, price & quote themselves.



Real-Time Stock Information

See where stock is in the supply chain so you can strategically promote products & support reverse factoring.



Guided Advisors

Help customers find & price verified configurations quickly, whether they're familiar with brands & products or don't know where to start.



Instant Delegated Pricing

Move beyond the limits of basic pricing, integrating customer data, promotions, & vendor deal registrations to give the right prices in real-time.

PreSalesAdvisor revolutionises your pre-sales, empowering your community to Configure, Price, Quote.

IT Companies in More Than
150 Countries Use
PreSalesAdvisor Technology



PreSalesAdvisor

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www.presalesadvisor.co.uk

Deal Registration

“Deal Registration programs can help vendors influence partner behaviour, enhance collaboration, reduce channel conflict and measure partner performance. At the same time, these programs provide vendors with real-time visibility into channel pipeline.

However, vendors report that approximately 70% of qualifying transactions go unregistered.”

Channel Marketer Report

Deal Registration is great for protecting time invested by resellers and distributors, but as a manual process it is extremely labour intensive, resulting in less transactions being secured.

With PreSalesAdvisor, Deal Registration becomes easy, by following a simple online process, you can be securing deals in minutes not days, ensuring better adoption and freeing vendor resource to concentrate on other tasks.

And with controlled governance, you can ensure users don't abuse the registering process, whilst providing you with complete visibility of who is registering, tracking of registrations and completed transactions.

**Deal Registration Process
99% Shorter.**

Deal registration used to
take 5 days at one company.
With PreSalesAdvisor,
it only takes 1 hour.

With the rapid deployment
of a PreSalesAdvisor solution,
you can start boosting your
efficiency and profits... **faster.**



Multi Roles

Assign & configure Reseller, Distributor or Vendor roles, allowing all to initiate the Deal Registration process.



Full Connectivity

Optimise your systems by integrating into ERP & CRM solutions such as; SugarCRM and Salesforce.



Special Discounts

From registering a deal, release special vendor discounts to consume or pass on to your customers.



Any Mixture can be Registered

Allow users to configure & register deals of any combination for ultimate flexibility.



Check Competency & Credit Worthiness

Gain security and peace of mind with detailed company profile analysis.



Fully Localised Solution

Build & deploy customised solutions to multiple regions, adopting specific currencies, taxes, languages and cultures.



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