The **'Quote to Cash'** Key Performance Indicator (KPI) is one of the critical metrics measured within any sales organization. Measuring the performance of this process and working toward improving this metric is a primary goal for all sales organizations as it has a direct effect on an organization's bottom line.

How can you improve this metric…?

The answer…Collaboration!

Quote-to-Cash

Preparing a sales Quote for a Customer in most Manufacturing Organizations is not a one person activity. Typically there are a number of people who need to be part of this process, including; a Sales and/or Customer Service Representative, a Sales and/or Customer Service Manager, Finance, Engineering, Product Management, and so on. These individuals can all be located in close proximity or they can be dispersed in many locations, sometimes across the globe! Whether the people required in this process are located in the same building or halfway around the world, collaborating on a Quote by relying on a manual email process is NOT the most efficient method to complete this time sensitive business process, especially when everyone's Inbox is filled to the brim!

There has to be a better way…and there is.

Rules-based Workflow Technology.

With rules-based workflow technology, a sales Quote can be routed to the necessary people within your organization (the Process Members) either in sequence and/or simultaneously for each of them to complete their required tasks in this process.

The technology will queue up the Quotes for the Process Members so the Quotes won't get lost in their Inbox, and it will remind them in case they get caught up in other activities.
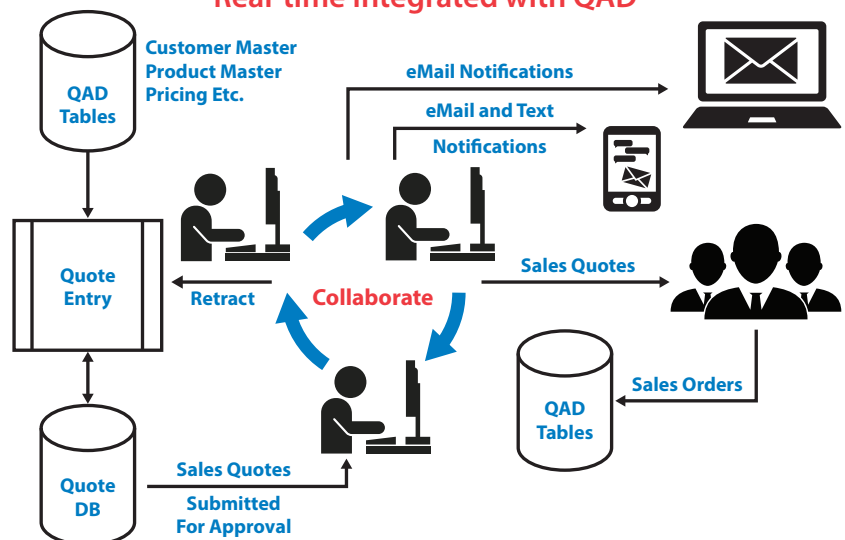
The ability to effectively collaborate on a Customer Sales Quote improves Pricing Control, improves Quote and Process visibility, standardizes the Quoting process, and significantly improves Quote turnaround time that ultimately improves the critical Quote to Cash process!

"The iQuote platform enables us to connect to QAD EA and other external pricing tools which helped us reduce our quote time to a couple of days!"

Laird TECHNOLOGIES®

Real-time Integrated with QAD

iQuote 2.0™

Streamlining the way your business…Performs business!

Highlighted Features

- Real-time integrated with QAD
- 100% Web-Based (24x7 access)
- Configurable Rules Based Workflow Technology for Collaboration and Approval
- Auto create QAD EA Sales Order and Price Lists upon Customer Quote acceptance
- Create Sales Quotes for existing QAD EA Customers or new Prospects
- Fast/Intuitive Customer/Contact search to begin Quote creation
- QAD EA Best Pricing and Volume Discounting
- Create Sales Quote from Templates and/or copy Sales Quotes to create new Quotes
- Create both header and line item Internal and External notes, QAD EA master comments, and unlimited attachments
- Customer Electronic Signature Capture
- Formatted Quote Print using Minisoft eFORMz
- Maintain a complete audit trail and history of Sales Quotes and approvals
- Robust Sales Quote Inquiry capabilities w/user configured filters
- QAD EA Sales Order Inquiry
- QAD EA Invoice Inquiry
- QAD EA Pricing Inquiry
- Customizable Gross Margin Calculation
- CRM Contact Import
- Integrated with MS Office

Why iQuote™?

- ▶ Improved Quote Turnaround
- ▶ Improved Quote Pricing Controls
- ▶ Improved Quote Collaboration/ Communication
- ▶ Improved Quote Visibility
- ▶ Improved Product Management
- ▶ Quote Standardization
- ▶ Cost Effective User Licensing

"iQuote provides our Sales folks the ability to perform real-time, accurate quoting from virtually anywhere…"

SOMERO ENTERPRISES, INC

"With iQuote we finally have control over pricing for our sales quoting… We have reduced our sales quote turnaround time from weeks to days…"

AVERY DENNISON

Who is ISS Group (ISSG)?

ISSG was founded in 1986 and has delivered web-based Business Process Improvement (BPI) Solutions to over 300 QAD EA User organizations since 1995. All of ISSG's Solutions are real-time integrated with QAD EA, have been developed using the Progress development platform, and utilize the ISSG Advanced Workflow Technology. Utilizing the ISSG Process Digitization™ development and implementation methodology, ISSG delivers Solutions which digitize business processes to connect people and processes via the Cloud, Mobile Devices, and Social Networks.