

From the Desk of:



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**Topic: The Need for
Speed: Improving the
Sales Quoting Cycle**

**September 23, 2008
12:00 – 1:00 pm.**

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SAGE Pro ERP Tip #10 **The Need for Speed: Improving the Sales Quoting Cycle**

Question: Have you put a dollar value on the time it takes your Sales Team and Sales Order takers to provide customers and prospects with price quotes in a timely manner? Are you losing orders to competitors who can turn around their proposals in a few minutes? Does your sales price depend on good pricing from your distributors? Is time wasted researching current pricing from your suppliers? If you can answer "Yes" to any of these questions, Net@Work has thought about your business problem. Read on:

The Solution:

In today's fast paced market if a business takes too long to get a price quote into a potential customer's hands, that business stands a greater chance of losing that sale. We reviewed a number of products and found that some of our customers have had successes with *QuoteWerks* by *Aspire Technologies, Inc.* QuoteWerks helps companies create quotes with speed and efficiency, cutting down time, improving appearance and increasing accuracy.

How The Product Is Used:

QuoteWerks allows you to prepare price quote information as soon as you start talking to your prospects. QuoteWerks understands many complex pricing matrixes, allows you to create bundles and kits on the fly and even prices your supplier price for those commodity-type sales. When you have completed the quoting cycle and are ready to put the order into your Sage Pro Order Entry module, Net@Work's QuoteLink, provides workflow to approve the order and push it into Sage Pro eliminating redundant and time-consuming data entry.

The Opportunity:

QuoteWerks is an inexpensive solution to boost the productivity of your Sales Team and Order Takers. Attend our free Lunch and Learn Webinar, September 23rd 12:00 p.m. - 1:00 p.m. to learn more about QuoteWerks.