TSQUARE Software Pvt. Ltd.

Quotation Management System

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What is QMS?

QMS – Quotation Management System

          Track, manage enquiries and quotations from anywhere

- Not only does QMS capture customer enquiries, it also helps sales representatives complete their work quickly by reducing the average time required to prepare quotations and keep track of enquiries effectively.

- With QMS at your service, you don't need to worry about changes in **price list, addition of new products or new principal**. QMS will take care of all these business changes for you. What's more, sales representatives will be able to prepare a quotation just as they did in the past.

Return Of Investment

- **What will your customer achieve?**
  - Quick turnaround time for quote (New as well as Revised)
  - Immediate answer to queries

- **What you will gain:**
  - Enquiry to order info at finger tips
  - Quotation with 5 clicks from anywhere, anytime
  - Consistency in quotation formats
  - Storage of customer communication

Key Features

- Enquiry capture
- Quotation preparation
- Quotation revision
- Draft quotation
- Multi-currency support
- Preserve customer communication
- Quotation E-Mail
- Update price list from Excel

- EMD Tracking
- Quote Follow ups
- Data Sheet Attachment
- Enquiry Label Generation
- Integration of different offices
- To do list
- Follow up
- MIS Reports

Business Benefit – I: Avoid Errors

- **Auto selection of part number, part name and price ensures that no typo errors in quotation**

- **Auto totaling facility ensure 0 summation errors**

- **System informs whether you are referring to old price or updated price**

- **No human intervention while quote revision, copy quote, etc operations so no chance of copy/paste errors**

Business Benefit – II: EMD Tracking

- **Get vital EMD related data with few clicks:**
  - **Total money blocked in EMD**
  - **Total EMD money to be recovered in next month**
  - **Total EMD money recovered till date**

  Management does not need to depend upon accounts department to get EMD related data

Business Benefit – III: Productivity Improvement

- **With QMS any sales coordinator can prepare quote within few minutes.**

- **Increase number of quotes sent from your organization by 10% and your business by 8%**

Your sales coordinator can prepare quote with 50 items within 10 minutes time

Retrieve any back dated quote with 3 clicks and within 30 seconds even if your sales coordinator is on leave

Business Benefit – IV: More Business

QMS means

More Productivity

means

More Quotations

means

More Orders

Business Benefit – V: MIS

- **Smart MIS for smart management**

  Following reports are available for management to take effective decisions:
1. **Enquiries Recd. Vs Quote Sent Vs. Order Received**
2. **Principal wise quotations prepared**
3. **Sales person wise quotation follow up report**
4. **Quotation Register**

Business Benefit – VI: Brand Building

- **Brand Building**

  Auto formatting of quotes ensures unique format of all quotations sent from your organization. Hence building a brand identity for your company.

Business Growth along with Customer Satisfaction

Thank You

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QMS