**QuoteCX** Datasheet



# QUOTECX **A UNIFIED COMMERCE PLATFORM** FOR SALES TEAMS

### SIMPLIFY THE SALES EXPERIENCE AND SCALE REVENUE

Give your sales reps the power to sell across multiple channels, including Inside Sales, Channel Sales, and E-Commerce, increasing revenue, reducing operational costs, improving efficiency, and saving time.

Simply plug in product data, configure business rules in one place, and start quoting with ease across multiple channels - in a very short timeframe. Supercharge customer interaction with the built-in collaboration capabilities making quoting easier and faster, with real-time insights into your prospects unlike other CPQ solution providers

### **INDUSTRY CHALLENGES**

- Implementing a digital quoting process is time-consuming.
- Quoting tools have a rigid user experience with a steep learning curve.
- Inaccurate quoting and slow quote delivery damage relationships with customers and clients.
- Difficulty collaborating with clients on quotes creates a lot of back-and-forth and

### **KEY BENEFITS**

- QuoteCX can be fully implemented in as little as one week.
- Jump right in with a consumer-grade user experience that requires no training to use.
- Ensure quote accuracy by easily viewing pricing changes to your quote in real time.
- Easily create complex quotes using bundle configurations and attribute-specific catalogs.

delays the sales cycle.

• Multiple sales channels make it difficult to integrate systems, especially with preexisting integrations.

• Sell across multiple sales channels from customer-specific to contract-specific pricing, all from the same unified application and framework.

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## QUOTECX EMPOWERS SALES REPS BY MAKING QUOTING EASIER, FASTER, AND MORE ACCURATE

### **CONFIGURATION**

 Attribute-specific catalogs let sales reps customize quotes by customer, location, or other features.

#### PRICING

- Customer-specific pricing ensures compliance with contracts, industry regulation, and other pricing requirements.
- Complex bundle configuration allows users to create and price complex bundles.
- Configuration rules prevent human error by preventing unwanted changes or calculations.
- Real-time pricing recommendations let sales reps choose the best prices instantly.
- Configuration comparisons show the best configuration for a quote, while exporting tools let sales reps easily match configurations

- Multi-level discounting enables complex quote generation.
- Accommodates different pricing types, including list price, cost+ price, UoM-based pricing, and term-based pricing.

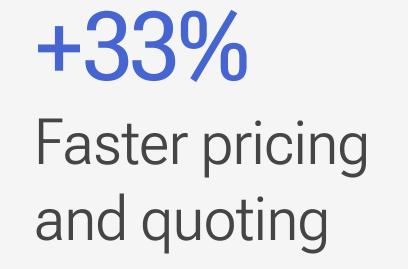
### QUOTING

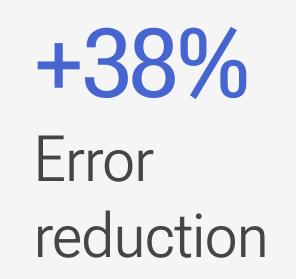
 Templates customized to quote type help generate professional, consistent quotes quickly and accurately.

between quotes.

• Predefined and custom grouping ensure accurate discounting across quotes.

- Clone or create new versions of quotes, letting sales reps maintain configurations or formatting for specific customers or sales channels.
- Built-in collaboration tools let sales reps and customers collaborate on quote determinations, making quoting easier and faster.







+25% Sales productivity

Visit us at:	Global Headquarters	Europe	India
www.scalefluidly.com	150 Cornerstone Drive	Roompotstraat 20 HS	Road #12, Bhavani Nagar
Email: sales@scalefluidly.com	Cary, North Carolina 27519 USA	1078 KV Amsterdam NL	Banjara Hills, Hyderabad 500 034

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