Manage and convert quotes into orders

IBM Sterling Quotes

Benefits

- Provide a seamless mechanism to create, negotiate, and convert quotes for prospects into new orders thus driving additional revenues

- Make it easier for customers, partners, and employees to create, collaborate, and negotiate quotes

- Ensure accurate, professional-looking quotes

Related Offerings

- IBM® Sterling Configure, Price, Quote
- IBM® Sterling Configurator
- IBM® Sterling Pricing

Automate the quoting process

IBM® Sterling Quotes provide an easy way to create and negotiate professional quotes and automate the quote approval process. It allows you to generate quotes that used to take hours or days to prepare (through error-prone and labor-intensive processes), to be generated automatically in minutes. This not only saves valuable time, but increases accuracy—which means you can increase customer satisfaction even as you lower your cost of sale.

Sterling Quotes supports sales professionals in creating quotes by guiding them through the product recommendation, configuration and pricing process. Sterling Quotes allows your channel partners to differentiate themselves by adding their own products and services to a quote, providing a single quote to their customers. It provides order history and sales activity reporting with detailed up-to-the-minute information on the status of a quote.

Easy quote management

Sterling Quotes streamlines your entire quoting process for your field sales, call center organization or channel partners. It enables your sales and call center representative to create multiple quotes

"Quantum Marketplace makes it so easy for our sales representatives, distributors, and resellers to select, configure, and quote our products and solutions, while giving them the confidence that they have included everything required to meet their customers' unique needs."

Gary Brenkman
Director, Marketing Operations,
Quantum Corporation

for one opportunity and allow prospects, customers or partners to choose one of those quotes that can be converted into an order. It allows you to automate the negotiation and quote approval process allowing your employees, customers or partners to accept, reject or counter any offer. Sterling Quotes provides a role-based and personalized workspace for effectively managing the whole quoting flow from the opportunity to create the quotes to the approval of one quote to placing the order.

With Sterling Quotes, your field sales, call center organization or channel partners have the ability to lock in adjusted prices for a specified period of time. With a highly flexible quote template mechanism, Sterling Quotes is a powerful tool that puts an enterprise in control of generating professional quote documents.

Sterling Commerce
An IBM Company

Capability	Description
Robust quote and inquiry list management	• Intuitive user interface accommodates novice users, as well as advanced functionality for power users • Provides display of contracted pricing, including complex discounts, charges, allowances, and promotions • Delivers extensive online self-service features such as guaranteed price quotes, special pricing requests, product checks, and repeat order templates
Time-saving workflow	• Save quotes pending approval, or saved as templates for routine and common orders • Allow a sales person to create an opportunity that can include the original quote plus one or more alternative quotes • Route quotes from sales person to sales manager, between business partners, and more, in order to obtain approvals or request modifications • Save quotes in status pending approval and place an order after approval
Collaborative selling experience	• Product inquiries at your e-commerce site can be seamlessly converted into opportunities and routed, if appropriate, to your channel partners for fulfillment • Enable real-time pricing and product availability information from your selling partners • Display product, marketing, and promotional messages to customers from selling partners • Allow partners to add products to a quote with their specific pricing • Incorporate real-time pricing and product availability data from suppliers into the quoting process • Allow visibility into partner quoting activities • Extend your e-commerce Web site to encompass the selling and lead management activities of partners

About Sterling Commerce
Sterling Commerce, an IBM® Company, helps organizations worldwide increase business agility in their dynamic business network through innovative solutions for selling and fulfillment and for seamless and secure integration with customers, partners and suppliers. More information can be found at **www.sterlingcommerce.com.**

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For all Sterling Commerce offices worldwide,
visit **www.sterlingcommerce.com**