

## Quote Management

### OVERVIEW:

The NehaNet Quote Management System allows you to respond to quote requests from customers and channel partners in a fast, easy and consistent manner. It considers the specific opportunity, products requested and quantity as well as customer, volume and region-specific price schedules.

### BUSINESS BENEFITS:

#### Increase Productivity

A manual quote takes, on average, twenty to forty minutes to turn around. The NehaNet system can drive your turnaround time to less than five minutes. If your company responds to more than fifty quote requests a month, you can save over thirty hours, that's equivalent to nearly one-fourth of a sales person's time.

#### Minimize Lost Revenues

Consistent quote follow-up is difficult with a manual or excel based quote tracking process. Typically twenty to thirty-five percent of quotes do not receive follow-up, which translates to potential loss of business. The NehaNet Quote Management system ensures total follow-up and can increase your quote to order ratio by ten or even twenty percent. For example, if a company that does \$100M in quotes annually can increase their quote to order ratio by just a couple of points, it can gain as much as \$2M in additional revenue.

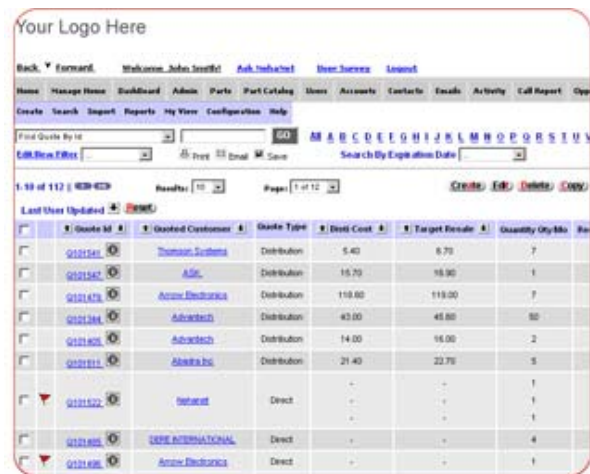
#### Maximize Margins

Competing with yourself easily leads to lost margin. The NehaNet system ensures that quotes from rep firms, distributors and subcontractors are all tied to a single opportunity, giving you visibility and control so you can ensure that each quote is consistent to the end customer and that you are not in competition with yourself.

#### Global Consistency

Quotes can vary widely over geography, time and people. The NehaNet system allows you to manage your Global Price Management policies and drive consistent quotes across geographies, customer types, quote types and over time. For example, pricing varies across regions due to currency, shipment and competition; managing this is labor intensive and error prone. The NehaNet system will ensure consistency while saving time.

*“Our team can now follow-up on every quote in a timely manner, which has led to more orders and improved customer relationships.”*



Quote ID	Quoted Customer	Quote Type	Dist Cost	Target Price	Quantity Qty Mo
Q02154	Thomas Systems	Distribution	5.40	9.70	7
Q02155	ASL	Distribution	15.70	18.90	1
Q02167	Arrow Electronics	Distribution	110.80	119.00	7
Q02184	Adaptech	Distribution	43.00	48.80	50
Q02185	Adaptech	Distribution	14.00	16.00	2
Q02191	Adaptech	Distribution	21.40	22.70	5
Q02192	NehaNet	Direct	-	-	1
Q02193	VERE INTERNATIONAL	Direct	-	-	4
Q02198	Arrow Electronics	Direct	-	-	1

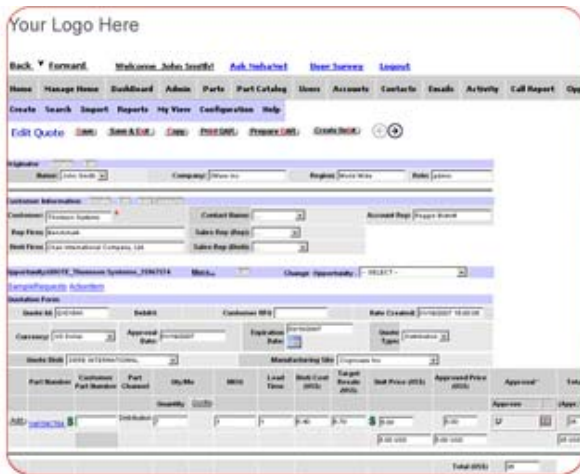
*“This system makes it easy to ensure quotes are consistent across end-opportunities, geographies and time.”*

#### Boost Customer Satisfaction

Fast consistent quotes will allow customers to choose your products based on technical requirements, not on quote turnaround time or price haggling with different sources. This gives you a competitive advantage.

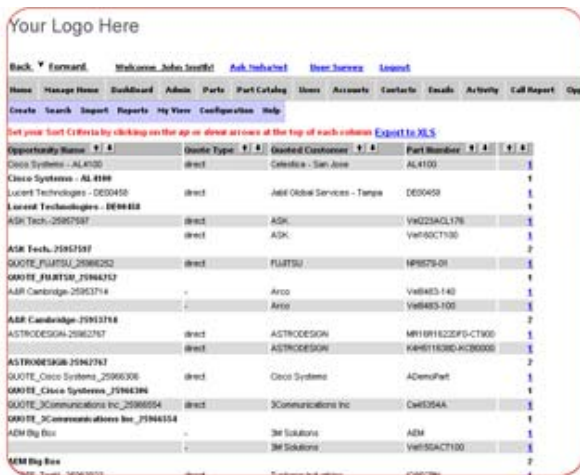
## Sarbanes-Oxley Compliance

Corporate governance is increasingly important in today's information driven economy. Make sure your company can avoid inquiries and penalties by accurately accounting for forward looking statements with documented processes and detailed audit trails.



## FEATURES:

- ❖ Automatic Approval
- ❖ Convert quotes to leads
- ❖ Quote Attachments
- ❖ Distributor Resale Quotes
- ❖ Quote Alert System
- ❖ Approval Workflow
- ❖ Audit Trail & Accountability
- ❖ Easy Analysis
- ❖ Web site integration
- ❖ Integration with Lead Management
- ❖ Quotes Auto-email
- ❖ Role-based Views and Access
- ❖ Smart ASP
- ❖ Two-click Smart Jump
- ❖ Microsoft Excel integration
- ❖ Microsoft Outlook integration
- ❖ HTML Editor



www.nehanet.com  
 5001 Great America Parkway Suite 250,  
 Santa Clara, A 95054, USA.  
 1-888-NEHANET.

NehaNet Corporation is the premier provider of sales, support and marketing automation solutions and services to the electronic components and related industries. Let NehaNet bring its in-depth domain knowledge and years of experience with industry best practices to your business today.