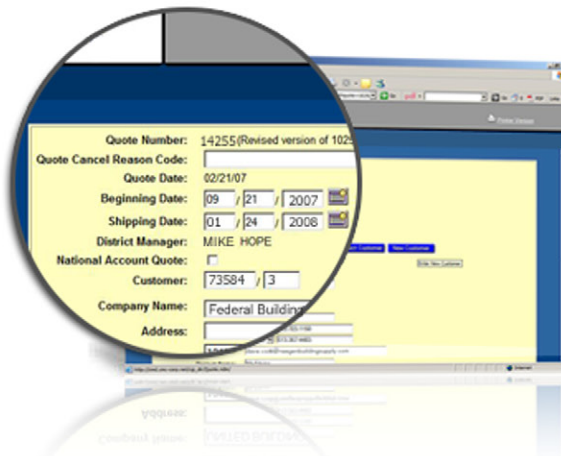# Web-Based Quoting

Datanational's web-based quoting solution is designed to save you time and money by replacing or enhancing your current manual and decentralized processes for entering and maintaining customer quotes. Using the standard web development tools, we will interface the web-based front end application with the appropriate System i files, providing a centralized, automated quoting solution for your company's sales agents. This web-based Sales Quoting solution can be hosted and managed by Datanational, 24/7, for your complete peace of mind.

Your sales staff will have the ability to enter and maintain their customers' quotes via a secure application over the Internet, with several primary interfaces with your System i files:

- Customer Ship-To Information
- Product Information and Attribute File
- Unit of Measure and Conversion Information
- Sales Information
- Pricing Files

In addition, we can integrate an automated, e-mail-based workflow process that will forward generated quotes by a sales representative to their manager for approval, based on specified criteria, such as the dollar value of the quote. This feature can be tailored to follow your existing business process and eliminate a lot of your current paperwork.

System reporting includes basic quote inquires by sales agents for their respective territories and accounts, as defined in the Salesman Master files. With proper system authorization, a customer service representative has the ability to view all quotes and if needed, assign customer numbers and product

numbers to address any incomplete or new information submitted by your sales agents. Ultimately, once the quotes are approved, they can be converted into customer orders, completing the automated information flow.

Give us a call at (248) 426-0200 to schedule a personalized web demonstration so that we can show you what we have done for our other System i customers. By working closely with you to select the best approach based upon your needs, we can provide you with a turnkey solution for your sales quoting needs.

The Datanational Advantage

As an IBM Business Partner, we will work closely with you to design, deliver, test, implement and support your solutions. We're your one-stop shop for innovative business solutions. Datanational is positioned to help you meet today's growing business demands and those of the future.

For more information, contact Derrick Smith, Sandi Djokovic, or Nelson Turnage at (248) 426-0200 or send an email to sales@datanat.com