

7 STEPS TO

Building the Best Quotes

partfiniti.com





Faster Quotes Start Here

The first step in automating your quoting process is coming up with consistent part numbers and descriptions.

Experience tells us that customers are more likely to give their order to the vendor that responds first. The faster you can get your customer what they need the more likely your business will be awarded the contract.

Use this guide to help you quote faster, win more bids and make the most out of every opportunity.

7 Hot Principles

What we've learned over time is that the best quotes are the ones that are fast, accurate, and contain more information than the customer might need or think that they need but might eventually need in the future.

A few steps that we've learned:



1 Set up ALL your part numbers before you need them.

2 Use a Smart Part Numbering system for configurable products.

3 Use a cost and price calculator tool.

4 Consolidate part data, pricing, datasheets, and emails all in one system.

5 Give sales pricing tools and guidelines for exceptions.

6 Define the process for the exceptions.

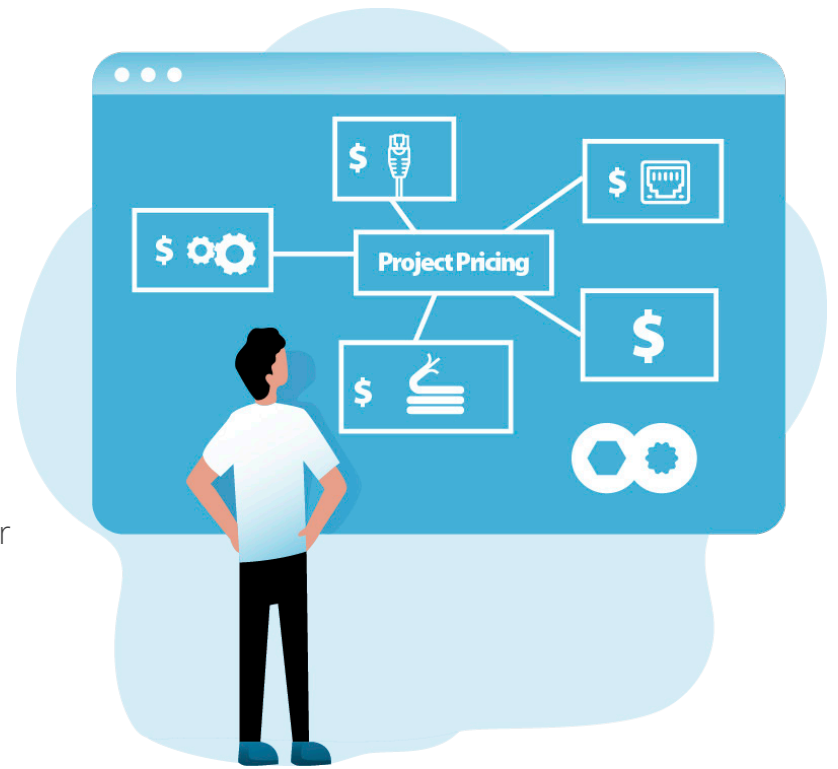
7 Allow your customers to self-serve.

1 Set up ALL your part numbers before you need them.

We've seen this happen time and time again. A manufacturer will launch a new product, they will tell their channels that the product is launched, and they haven't actually given them part numbers and pricing for the products.

The second challenge with setting up your part numbers is dealing with configurable products like fiber optic cable assemblies that have a product family. In those cases, there can literally be billions of different combinations of part numbers.

First what you need to do is set up what you expect to be the high runners. It's always great to have a tool to come up with those part numbers, descriptions, and prices quickly and easily even if they're not set up in your ERP.

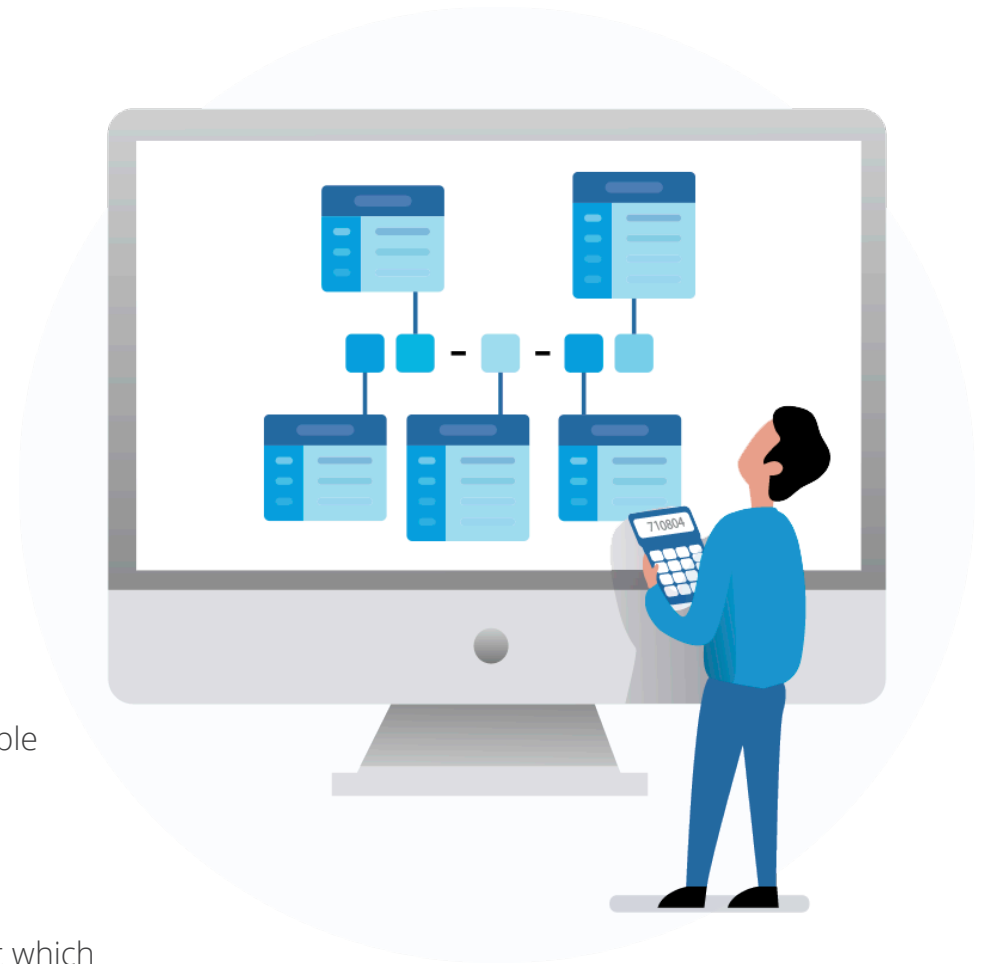


2 Use a Smart Part Numbering system for configurable products.

A smart part number system will give your salespeople and customers a way to know what part numbers should be even if they're not set up.

Then you can know assign attributes to that product which will help you generate prices from each smart part number.

With a smart part numbering system, your team can know what the part numbers are going to be even before they are set up in your system.



3 Use a cost and price calculator tool.

If you have all the components and attributes laid out for your configurable products, now you can create Excel templates or use online tools to pull all that information together.

From their, you can create rules around each part to help calculate costs for each configuration.



4 Consolidate part data, pricing, datasheets, and emails all in one system.

If your sales rep is going back and forth between different systems, there is the opportunity to make a mistake, and there is a good chance that they're not going to pull everything together because it takes a long time.

Maybe they pull together a part number or price, but there are no datasheets, images, or things like that.

If you have one system that does it all, it will make it much easier for the salespeople so they can respond faster also allowing you to give your customer a quote that has all the possible information they need.



5 Give sales pricing tools and guidelines for exceptions.

What you want to do is come up with a smart part number system that handles around 90% of all the products that are going to be required for that product family.

There will always be exceptions though.

When you have parts that goes outside the product family, you should have rules in place to handle exceptions.

You don't want to drive your customers towards the exceptions. You want to drive them toward the standard products.

Exceptions should be handled just like that, as exceptions.

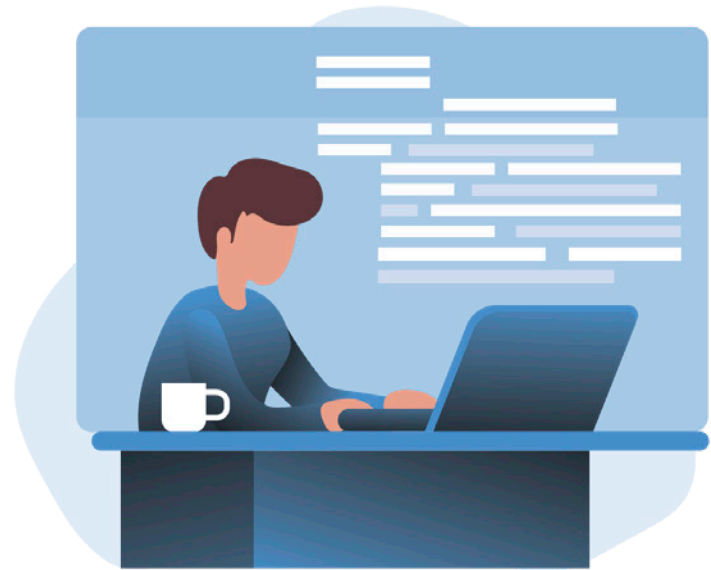


6 Define the process for the exceptions.

When you're not hitting that 90% number, you're going to tell the salespeople what they need to do.

This is what you need to ask to define the product, why it's different and why it's an exception.

This is why we want to pursue this, but let them know when it's outside the rules what they need to do.



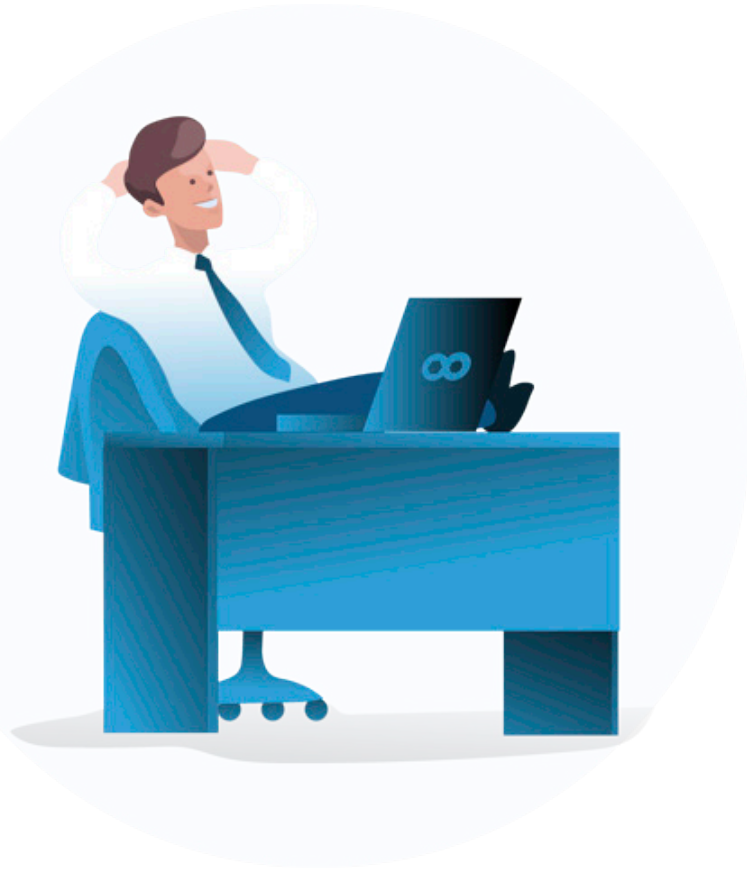
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Allow your customers to self-serve.

The fastest quote is the one that you don't have to do.

If your customers can feel confident finding the right part numbers and pricing for themselves, then you're going to provide better service to your customers, you're going to save your team tons of time, and your chance of winning orders is going to go up.





Follow this Process Every Time!

The number of product configurations can quickly get into the thousands or even millions with just a few options. List price, contract price, project price, quantity discounts, meet comps, and lots of other factors.

If you follow the steps in this guide, you're can provide your customers with great quality quotes in much less time. This will increase your chance of winning business and raise your margins.

Partfiniti solves this with our powerful Partinator[®] tool. [Click here to see an example of how it works](#) and see how we've made it quick and easy to sort through millions of part numbers to find the right one.

Or, to schedule a FREE demo to see how our full suite of products can help streamline your quoting process and help you generate more business.

SCHEDULE A DEMO TODAY

