

# ITQuoter



**The ability to provide customers with instantaneous and firm pricing contributes to their impression about your ability to ultimately deliver goods and services to them.**

ITQuoter enables you to provide up-to-the-minute pricing\* information (in multiple currencies), availability status and configuration options for your quotes - including automated updates of favourable adjustments in price or product availability during the quoting process.

ITQuoter has been developed by iSell, a specialist in supplier and vendor price list/catalogue management to the IT industry, which has many hundreds of distributors and vendors accessing millions of segmented products.

***"Reduce Quoting Time by up to 90%!"***

ITQuoter facilitates bid pricing management and automatic bid importing by allowing you to map bid formats and then import them into a quote with single click.

Have you ever been caught by a supplier price change the morning just after you send a quote? ITQuoter scans open quotes for products price and end-of-life changes... and can automatically update based on your price rules or flag for your attention. The Needs-Fixing Warning lets you know when customer intervention is required. No more rechecking of open quotes, searching websites or calling suppliers for information.

For companies sourcing their products worldwide or selling globally, ITQuoter is able to import price feeds in any currency, apply an exchange rate, and prepare quotes in multiple currencies.

- Find all of your suppliers in one easy to use application.
- Advanced Searching - By Keyword, Product/Vendor Code across Multiple Suppliers.
- Simple and quick to locate the right products and configurators.
- Use parametric searching to quickly find products that meet a particular specification.
- Handle Complex Buy/Sell Price Rules.
- Manage the entire sales process: quoting, quote management, price checking in open quotes, customer sales orders, supplier purchase orders, management reporting.
- Automatically calculate buy and sell rules defined by you. These rules are flexible and can be overridden when required to win the business.
- Control your base margin on quotes with an optional approval process before quotes are sent out.
- Enhance your catalogues with detailed product descriptions, images and associated items - by adding an 'Enhanced Product Description' option.
- Automatically update specific by-customer price lists and catalogues.
- One step import of Special Bids and prices.

## **iSell Pty Ltd**

E: [sales@itquoter.com](mailto:sales@itquoter.com)

W: [www.itquoter.com](http://www.itquoter.com)

## **Australia**

P: +61 2 9252 5222

F: +61 2 9475 4065

## **China**

P: +86 512 8666 8833

## **New Zealand**

P: +64 9 889 2721

## **United Kingdom**

P: +44 845 021 8899

F: +44 845 299 1043

# ITQuoter

Continued...

- Create quote forms with a professional image from your own or iSell templates.
- Complete range of quotation, sales and management reports available.
- Reduce your data management costs... no need for data re-entry.
- Integrate ITQuoter into your existing systems with ease.
- Renewal tracking and management system.

\* Not available with all suppliers feeds.

## Features

- proven track record
- increase profits, reduce costs
- email html quotes or generate Microsoft documents - immediate, stunning presentations
- scans existing quotes as prices change so you always know what needs attention
- iSell automatically deliver a range of supplier data feeds
- keep all key information about your customers in one application - accounts, contacts, leads, activities, opportunities, quotes, orders, renewals, jobs, time sheets, projects
- calculate special deals and Government contracts automatically
- purchase order and invoicing functionality for customers and suppliers
- integrated CRM
- integrated eCommerce/eProcurement
- integrated Service Management/Job Ticketing system

“ Datacom has worked with iSell in the development of the ITQ product to meet the ever increasing needs of our ITQ users and customers. The evolution of the ITQ product from this joint development has been to our joint benefit. Datacom look to the future using iSell’s ITQ product as tool that meets our requirements today and has the capacity to grow as we do. ”

**Marty Arrell**, General Manager, Procurement Services/Financial Systems Groups, Datacom Systems (Wellington) Limited

“ ITQuoter is an ideal solution for us. By bringing together all of our suppliers products and pricing we can quickly generate professional quotes for our clients and, as a small team, easily manage our opportunities and open customer orders. ITQuoter enables us to work more efficiently and continue to provide the high levels of service that our customer-base has come to expect from us. ”

**Mike Parfitt**, Director, Team Metalogic Limited, UK

## UK Suppliers

ITQuoter is able to supply product feeds from the following suppliers:

- Blue Solutions
- C2000
- DirekTek
- Enta
- ETC
- Gem
- Ideal
- Ingram Micro
- MBTechnology
- Micro-P
- Midwich
- Northamber
- SharpText
- VIP
- Westcoast
- Zomp

## Integration

iSell offers integration services supporting the following products:

- Accpac
- Accredo SME Accounting Software
- Advanced Retail POS Retail Software
- Autotask
- Cash Manager Financial Software
- ClickPOS POS Retail Software
- Connectwise
- Direction Management Reporting
- Dynamics AX (Axapta) ERP Software
- Dynamics GP (Great Plains) Business Management Software
- Dynamics NA (Navision) Business Management Software
- Dynamics SL (Solomon) Management Reporting
- Exonet Financial Software
- Flo2Cash Financial Software
- Greentree SME Accounting Software
- Infinity POS Retail Software
- ITQ Business Management Software
- JobTrak
- MS Access Database Software
- MS CRM Software
- MYOB Financial Software
- MoneyWorks SME Accounting Software
- Oracle
- Pastel SME Accounting Software
- Pick and Send Warehouse Management
- Pivotal CRM Software
- Pronto ERP Software
- Quanta
- QuickBooks
- SAP B1 Business Management Software
- SAP R3 Financial Software
- Sage
- Salesforce
- ServiceCEO Business Management Software
- Siebel CRM Software
- Sybiz

FLOW

