

Reimagine technology to accelerate your business



## Increase productivity, impress your clients, and win new business

Configure your success with EasyQuote, the easy to use quotation generation solution

### Challenges in Generating Business Proposals and Sales Quotations

Your sales process along with the other influencing factors such as pricing, product, service quality, marketing, branding, and much more plays a major role in sustaining your business growth. The typical challenges in generating business proposals and sales quotes are generally due to disjointed processes caused by using several disparate tools/systems such as spreadsheet, word processor, and much more. Therefore, this requires a lot of manual processing, reentering the scattered data available in the disparate tools/systems, and inability to obtain a holistic/360 degree overview of your prospective clients.

### Overcome Challenges with Quoting Solution

The quoting solution streamlines, automates, and simplifies your proposal/quotation generation process. It helps you to generate error free, professional, and impressive proposals/quotes quickly and efficiently, increase productivity, impress your clients, and win more business. The biggest benefit of the quoting solution is that it permits you to spend more time on client-facing functions and less time on paperwork/generating proposals and crush your sales quota.

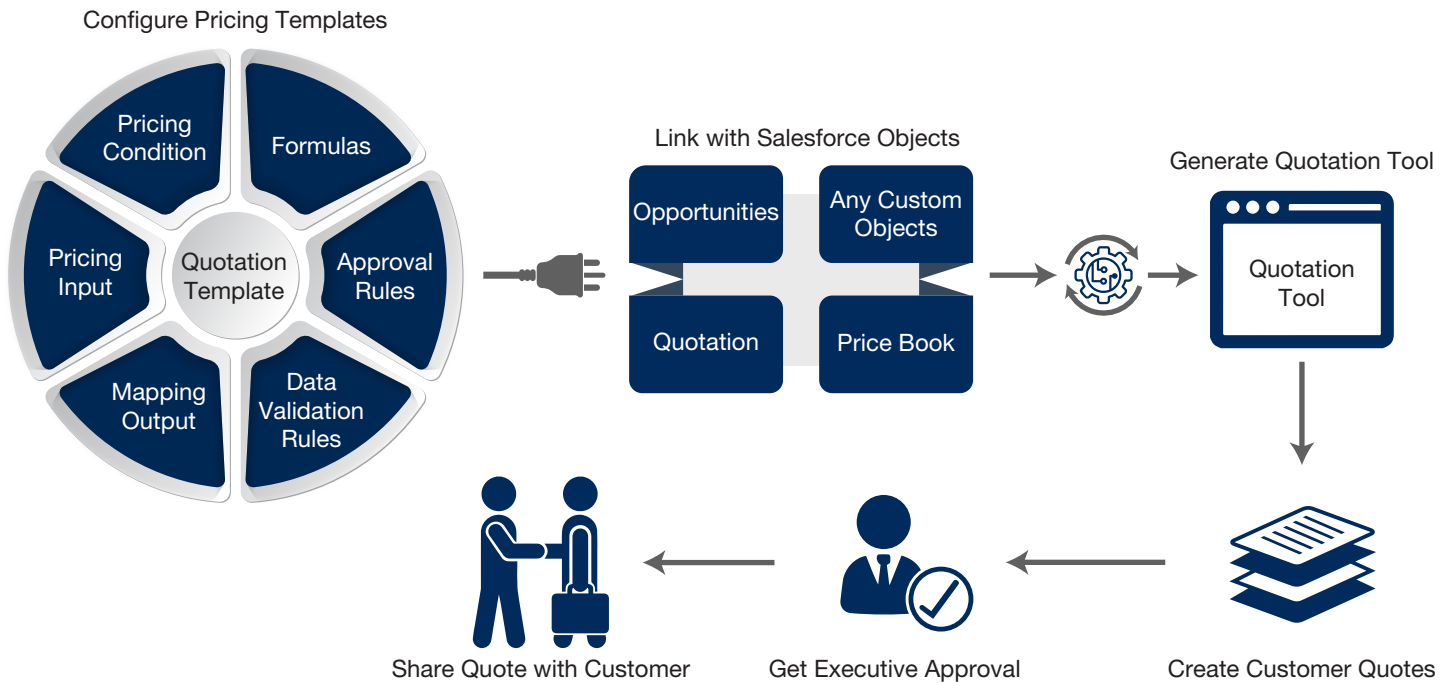
### EasyQuote - Quotation Generation Solution

HTC Global's EasyQuote is an easy to use quotation generation solution that is built on the Salesforce Lightning platform and based on the Pricing/Quoting Template. It has quotation templates built by configuring pricing formulas, pricing input, validation rules, and helps to determine the exact quotation price for the products. Your sales personnel can select the appropriate template to dynamically generate the quotation and derive the Net Operating Profit for the product. EasyQuote is integrated with approval process in Salesforce.

### EasyQuote – Functional Overview

EasyQuote supports creating several predefined Pricing/Quoting templates. The template created can be plugged inside the Opportunity or Pricebook and the quotation object can be turned into a dynamic quoting tool. This tool can be used to generate accurate quotes and sent for the executives' approval before sending it to the client. This permits your sales personnel to concentrate more on opportunities instead of redefining the template layouts every time. The major functions of the Pricing/Quoting template include:

- Pricing Input
- Pricing Formula
- Pricing Condition
- Validation Rules
- Pricing Approval Rule



### EasyQuote – Functional Benefits

- Easy to setup and easy to use
- Supports building Quotation templates in Salesforce which dynamically generates the Margin Calculator tool
- The integration of Opportunity Management with Quoting tool helps to ease the sales process flow
- Margin calculator tool can be plugged inside the Price Book, Opportunity, and Quote objects of Salesforce
- While preparing the quotation, the sales personnel can set the accurate product price for each opportunity
- Sales personnel can obtain the approval from the relevant senior management executives before sending the quotation to the client

### About HTC:

Established in 1990 and headquartered in Troy, Michigan, USA, HTC is an Inc. 500 Hall of Fame company offering a range of information technology and business process services to Global 2000 organizations. HTC's acquisition of CareTech Solutions and Ciber Inc. (Currently Ciber Global LLC) enables the company to provide highly focused IT services and solutions to the US healthcare sector and a wide range of IT and strategic staffing services to global conglomerates. For more information visit <https://www.htcinc.com/>