



**Leverage Technology to
Gain Greater Sales Success**



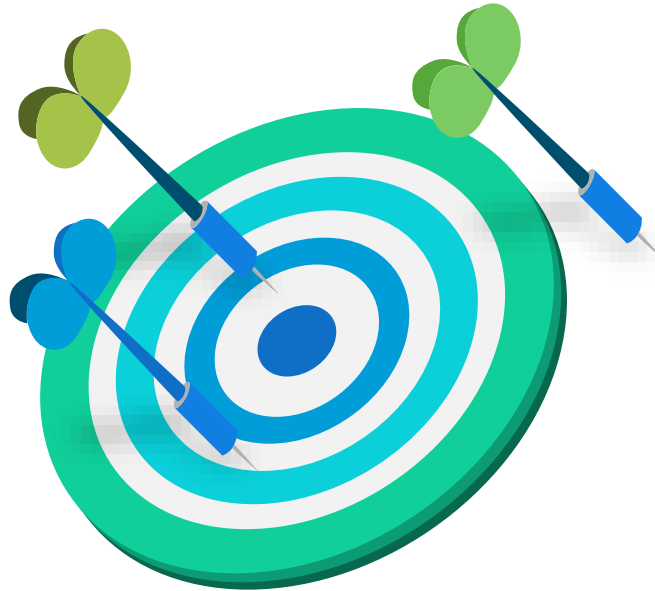
Is Your Sales Team Truly Prepared?

Automate Your Sales Process and
Sell More *in Less Time*

Five Keys to Leverage Technology for Successful Business Outcomes



Inadequate Presales Leads to Misconfigured Solutions



Without a solid qualification and discovery process items are missed and the customer left dissatisfied.

You miss the mark.



**Effective Quote Process =
Detailed Proposal &
Accurate Scope of Work
(SOW)**

The Lack of an Automated Quote Process can Mean Lost Revenue and Margin



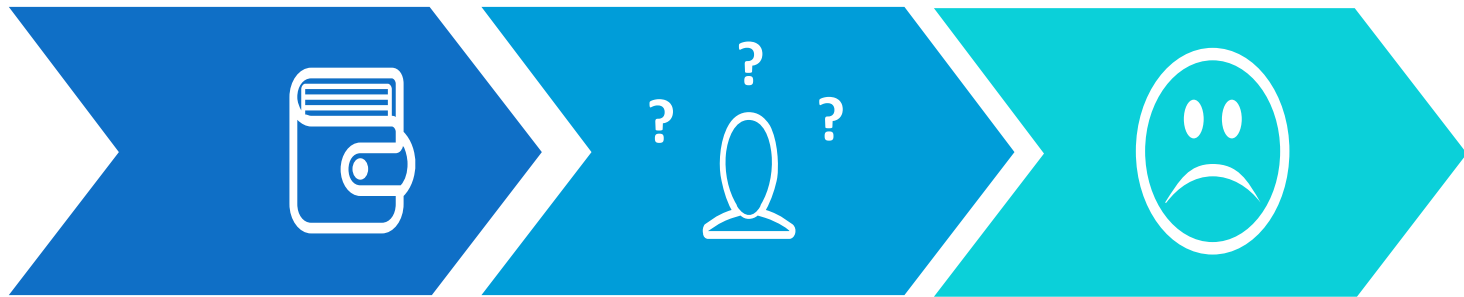
Think about the time the sales person forgot to include the cables – small ticket item but a key component to making everything work together.

This cost one company \$100,000 in lost margin...



**An Automated Quote
Process Automatically
Includes Easily Missed Items**

Customers Need to Know What IS and IS NOT Included in a Proposal.



Customers want to know what is included in a proposal and SOW. *But only knowing half the story* leads to confusion and misunderstandings. Confusion leads to an unhappy customer.



An Automated Quote Process Eliminates Customer Confusion

Automating the information common to every proposal leaves less room for error.

Have you ever sent off a proposal that you “borrowed” from a past proposal and wondered if you changed the customer name?

Stop cutting and pasting. Start automating items such as:

- Customer name
- Customer location
- Executive summary based on needs assessment





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**Automating Proposal
Sections to Populate
Standard Information
Ensures it is Accurate and
Specific to the Customer**

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Make it easy for Account Managers and Sales Engineers to work together



Account Manager hands initial information off to a Sales Engineer.

Sales Engineer works up a solution.

Account Manager adds more requirements after further conversation with the customer.

Revision after revision is made. How do you know the customer receives the latest version?



**Automated Proposal
Process Makes
Collaboration Easier and
Version Control Manageable**

Leverage Technology to Gain Greater Sales Success

An automated proposal software package ensures proposals and SOWs are accurate and complete.

- ✓ Properly configure solutions
- ✓ Achieve stronger margins
- ✓ Properly set expectations
- ✓ Consistently answer qualification and discovery questions
- ✓ Eliminate errors by automating common proposal sections
- ✓ Better collaborate and communicate across departments
- ✓ Control revisions





Ready to automate your sales process so you can provide complete and accurate proposals, SOWs and more?

Visit: www.corspro.com to learn more about **SalesDoc Architect** so you can Sell More in Less Time.