



Optimize your quotation and sales process in **SuperOffice CRM**

## Sales Quotation Manager

For **SuperOffice CRM**

**Optimize your quotation and sales process. Control your sales pipeline and automatically generate sales directly in SuperOffice CRM**

With Sales Quotation Manager (SQM) from Adwiza your company have the opportunity to efficiently take control of the company's sales situation directly in SuperOffice CRM. Eliminate errors, create uniformity in sales quotations, see the contribution margin on each line in the quote, pipeline control and automatic invoicing. In other words; an unique tool for the company's sales team.

### **Better sales forecast with automatically pipeline generated**

When the quote is sent to the customer the sale is automatically registered in SuperOffice CRM. The sales force gets a workday with less hassle and can focus their day on new sales rather than on bookkeeping.

### **Give your salesforce an easy overview of the contribution margin on each line, and on the sum of the quote**

How much discount can the sales person allow on the order without compromising the result on the bottom line? The issue is classic for all salespeople and it can be a complex calculation to get an answer. SQM solves this challenge in an easy and simple way, which saves valuable time and at the same time eliminates errors in pricing.

### **Create your quotation offline**

The sales staff is rarely at the office when important quotations have to be written. SQM takes this into account, as the quote can be created offline through the travel function in SuperOffice CRM. When the day is

over everything is synchronised via a remote connection to the office. The module automatically generates the following:

- sales in SuperOffice CRM
- follow up activity in SuperOffice CRM
- data to the ERP system

Therefore the entire sales department is provided with the certainty of a general view of the status of pending quotations.

### **Create similar quotations in all of the sales organisation**

Now it is time for the sales department to get a uniform output - to use the same quotation template! Introduce SQM and experience a significant change in your business profitability.

Bosch Rexroth is a supplier of all the technology the industry demands for moving parts in and on machines. The product lines within hydraulics, pneumatic, servo and process control together with linear and assembly technique are a unique combination of strength and quality.

*"SQM has tied our systems together so that we quickly can compile a series of products into a quote for the customer. When the order is made the order lines are automatically transferred to our economy system. We gain a high level of conformity, quality and efficiency in quotation and order processing."*



**Rexroth**  
Bosch Group

Ole Nyborg, Sales Manager

## SuperOffice Independent Software Vendor

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