

Web-Based Quoting

Datanational's web-based quoting solution for the Aftermarket is designed to save you time and money by replacing or enhancing your current manual and decentralized processes for entering and maintaining customer quotes. Using the standard web development tools, we will interface the web-based front end application with the appropriate back-end system files, providing a centralized, automated quoting solution for your company's sales agents. This web-based Sales Quoting solution can be hosted and managed by Datanational, 24/7, for your complete peace of mind.

Your sales staff will have the ability to enter and maintain their customers' quotes via a secure application over the Internet, with several primary interfaces with your business system:

- Customer Ship-To Information
- Product Information and Attribute File
- Unit of Measure and Conversion Information
- Sales Information
- Pricing Files

In addition, we can integrate an automated, e-mail-based workflow process that will forward generated quotes by a sales representative to their manager for approval, based on specified criteria, such as the dollar value of the quote. This feature can be tailored to follow your existing business process and eliminate a lot of your current paperwork.

System reporting includes basic quote inquiries by sales agents for their respective territories and accounts, as defined in the Salesman Master files. With proper system authorization, a customer service representative has the ability to view all quotes and if needed, assign customer numbers and product numbers to address any incomplete or new information submitted by your sales agents. Ultimately, once the quotes are approved, they can be converted into customer orders, completing the automated information flow.

The Datanational Advantage

As a services organization, we take great pride in our work and count on our clients to refer us to other companies who may benefit from our professional services. Our track record of success is based upon our obsessive commitment to customer care. We take our responsibility for their mission-critical application systems very seriously and exercise great care in delivering our services.

We are engaged by Automotive Aftermarket companies to provide knowledge and resources for specific IT projects. We deliver specific industry knowledge and expertise to meet with specific requirements, deliver, document and train. Then we depart until we're needed for another successful project. This type of solution delivers upon the true value proposition of the Internet in a Business-to-Business integration.

