

Product Data Sheet:

Quotations Module

ibusinessTM is a feature rich enterprise-wide software package which integrates all your business processes from Sales Order processing to Manufacturing Planning.

For more than 10 years ibusinessTM software has helped small and medium sized companies in manufacturing, distribution and other industries ranging from pharmaceuticals to electronics, food processing, medical device manufacture and design. Led by a management team with over 40 years of manufacturing and industry experience, we are constantly engaged in a dialogue with our customers to identify trends and requirements so that we can ensure our products continue to meet their needs.

Our existing customer base spans the US, Canada, Mexico, France, the UK and Ireland.

Related Products:

For details of some of our other products that may also be of interest please consult the following factsheets:

*Customer Management
Sales Opportunities
Sales Orders
Accounts Receivable*

ibusinessTM provides a comprehensive quotation management system, with the ability to generate quotations both for existing customers, and sales opportunities. These can then be converted to either sales orders or forecasts, seamlessly, and without additional data entry.

Quotations, sales orders and forecasts all have similar layouts and features which makes it easier for your users to master using ibusinessTM. You can view and sort Quotations in a variety of ways. For example you can easily see a list of all quotations for a single customer or sales lead. Assemble to order manufacturers can check the availability of components straight from the quote.

Our quotation browser allows you to view quotations by expiry date, sales representative, customer or value. Like all ibusinessTM lists it's easy to drill down from the summary information to the actual quote.

Extensive notes can be added to the quotation and separate fields allow you to segregate information for the customer's benefit from those for internal use. You can print the quote in two different forms, one for the customer and one for internal use with only the relevant notes shown.

Numerous built-in reports allowing you to print details of quotes by date, customer, sales representative or item.

The ibusinessTM Quotation module provides your sales force with all the tools they need to sell your products efficiently, relieving them of much of the manual work usually associated with this important sales task.

Here are some illustrative screenshots of just a few of the features the **ibusiness™ Quotations** module offers...

Quotation Header

Print or Convert

Bill To: 10002 Customer: ASC COMPANY Date: 17/05/1999 Ship To: 10001 Quote: 20009

ASC COMPANY Software Products Division
1224 15th Street
Orem, UT 84057
Country: Spain

Requested Ship Date: 17/05/1999
Expiration Date: [blank]
Shipments: 1
Sub-Account: 000 Dept: 00

Currency: FR Sub-Total: 3,200.00
Tax #1: 100.00
Tax #2: 20.00
Shipping: 200.00
Handling: 0.00
Total: 3,320.00 €

Quotations

The main quotation window allows your sales force to easily create quotations for any customer. These can be converted into a sales order with a single click. The integrated quotation system also makes it easy to do sales projections.

Sales Quotations Browser

For: all Sales Types Sales Type: [blank]
For: all Sales Reps Sales Rep: [blank]

Quote #	Type	Customer	Sales Rep	Date Needed	Date Entered	Value
20009	PHONE	10001	ONE TERRIFIC SALES PROSPECT	1	05/18/2002	222.00
20015	PHONE	10001	ONE TERRIFIC SALES PROSPECT	1	05/18/2002	222.00
20035	PHONE	10001	CYCLE ON THE	SD	19/01/2002	5,914.00

Quotation Browser

The quotation browser is where your sales representative can load just the quotes they are responsible for enabling follow-ups to be fast and efficient.

Customer Quotation History

10001 ASC COMPANY

Quote	Quote	Expiration	Amount	Status	P.O. Number
Date	Number	Date			
02/18/2000	20016	05/18/2000	5,000.00	Open	
07/27/1999	20009		624.00	Expired	

Customer Quotation List

A complete quotation history is available for every customer and sales opportunity. This history can be retained for as long as you like making customer relationship management simple.

Feature Summary

- Integration with sales processing
- Quotation browser
- Quotation follow-up
- Customer quotation history
- Extensive reports
- Print customer or in-house quotes
- Customer and in-house notes
- Check availability
- Convert quotation to sales order or forecast with a single click
- Sales projections

For:

- Further information
- Fully functional time-limited demo. CD
- On-site visit
- System quotation
- Consultations
- Training

Please contact your regional **ibusiness™** agent:



Unit 15, Bank House
331 South Circular Rd.
Dublin. 8
Ireland

Ph: 01-4534011 x 230
Fax: 01-4549024

E-mail: info@ieslimited.com
Web: www.ieslimited.com