

CONFIGURE PRICE QUOTE

Powered by Nsisight

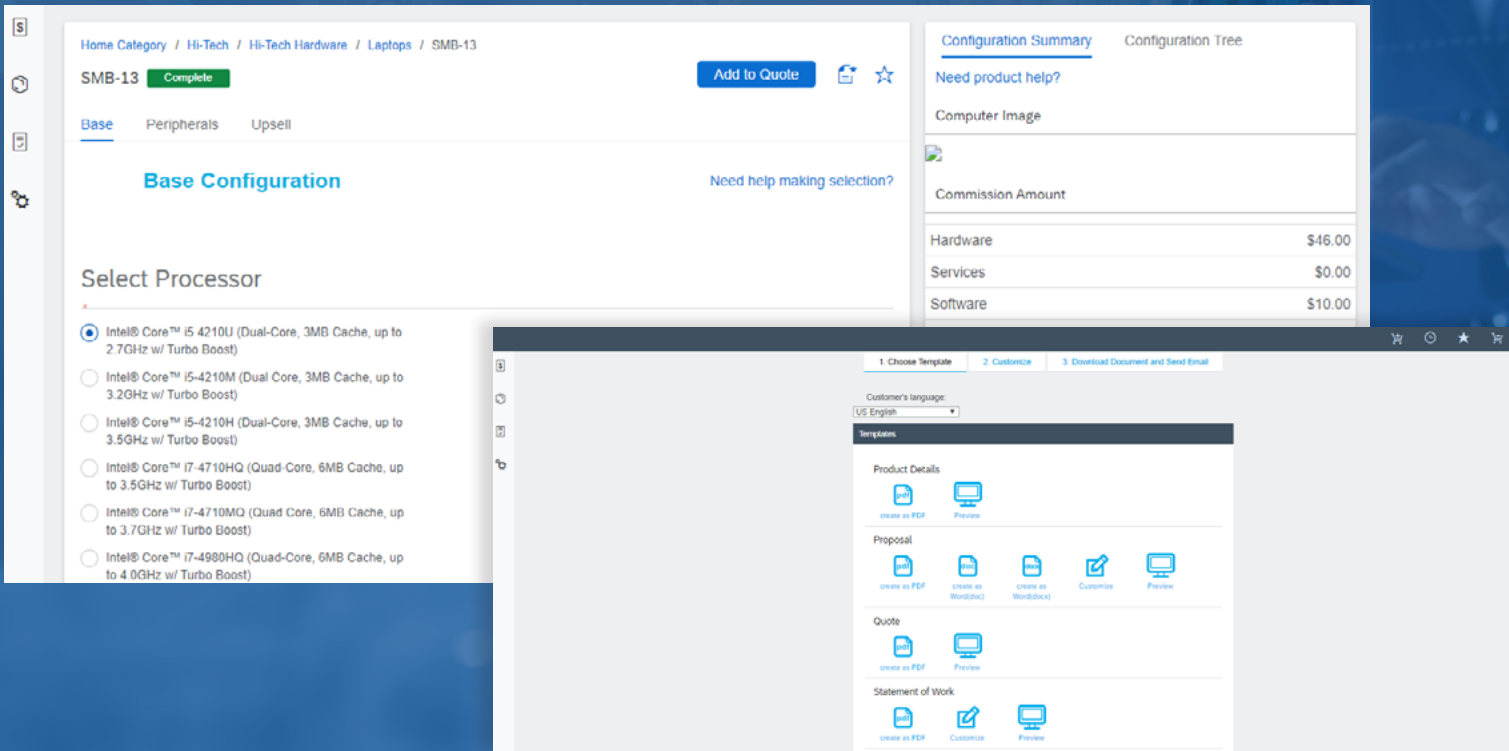
Streamline the quoting process to close deals faster and smarter

Nsisight's proven expertise with CPQ not only streamlines complicated product configurations and calculations, but also helps in improving the effectiveness of the overall process. These benefits even apply to situations with the most complex configurations including engineering-to-order and made-to-order situations. The capability to configure the product directly in the CPQ without having to go through the ERP saves an immense amount of time and brings in a competitive advantage to various businesses utilizing this technology.

The automotive, manufacturing, insurance, software, high-tech, and telecommunications industries have specific demands regarding pricing to be able to accomplish a profitable sales process. Nsisight enables companies in those industries to realize higher transparency on costs resulting in better management of their sales margins. The commercial performance of an organization is consequently enhanced, achieving an improved profitability and boosting its revenue.

With a Configure, Price, Quote system powered by Nsisight, businesses can also manage all the analytics and approval processes in one place. CPQ decreases the inadequacies within various departments like sales, engineering and finance involved in the quoting process. For any company in the automotive, software, engineering, manufacturing, and high-tech industry, implementing a CPQ tool using Nsisight's expertise will enhance the productivity of every individual engaged in the quoting process.

STREAMLINE THE QUOTING PROCESS



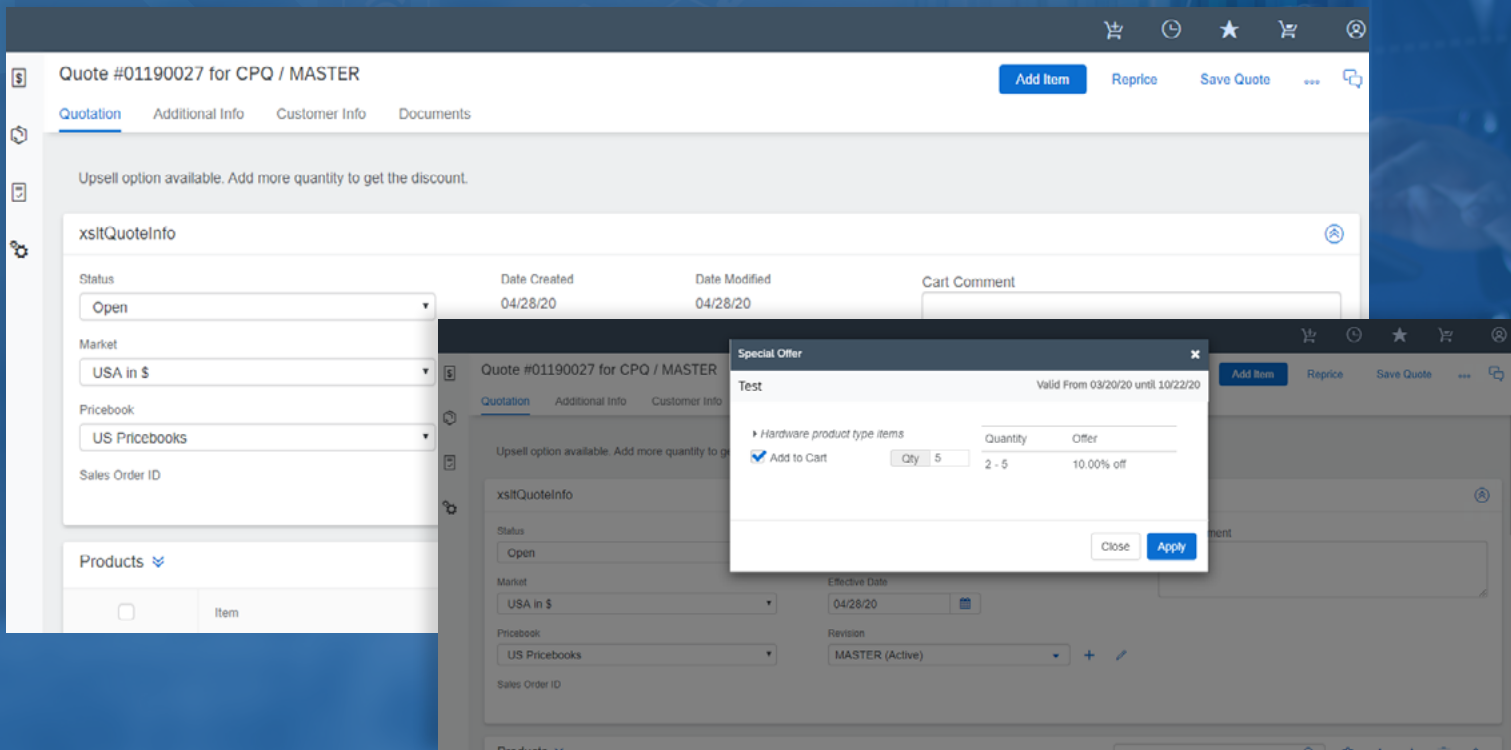
- Rapidly produce error free quotes
- Customize offerings tailored to customer needs
- Effortlessly change quantities and apply discounts and promotions
- Generate quotes in any format – web page, hyperlink, pdf, Word, or Excel
- Use pre-set templates and designs with organization's branding
- Remain aligned with organization's policies and workflows
- Avoid complex computations



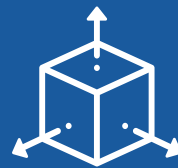
46%

Boost in
Overall
Revenue

ENSURE SEAMLESS ACCEPTANCE WITH GUIDED SELLING



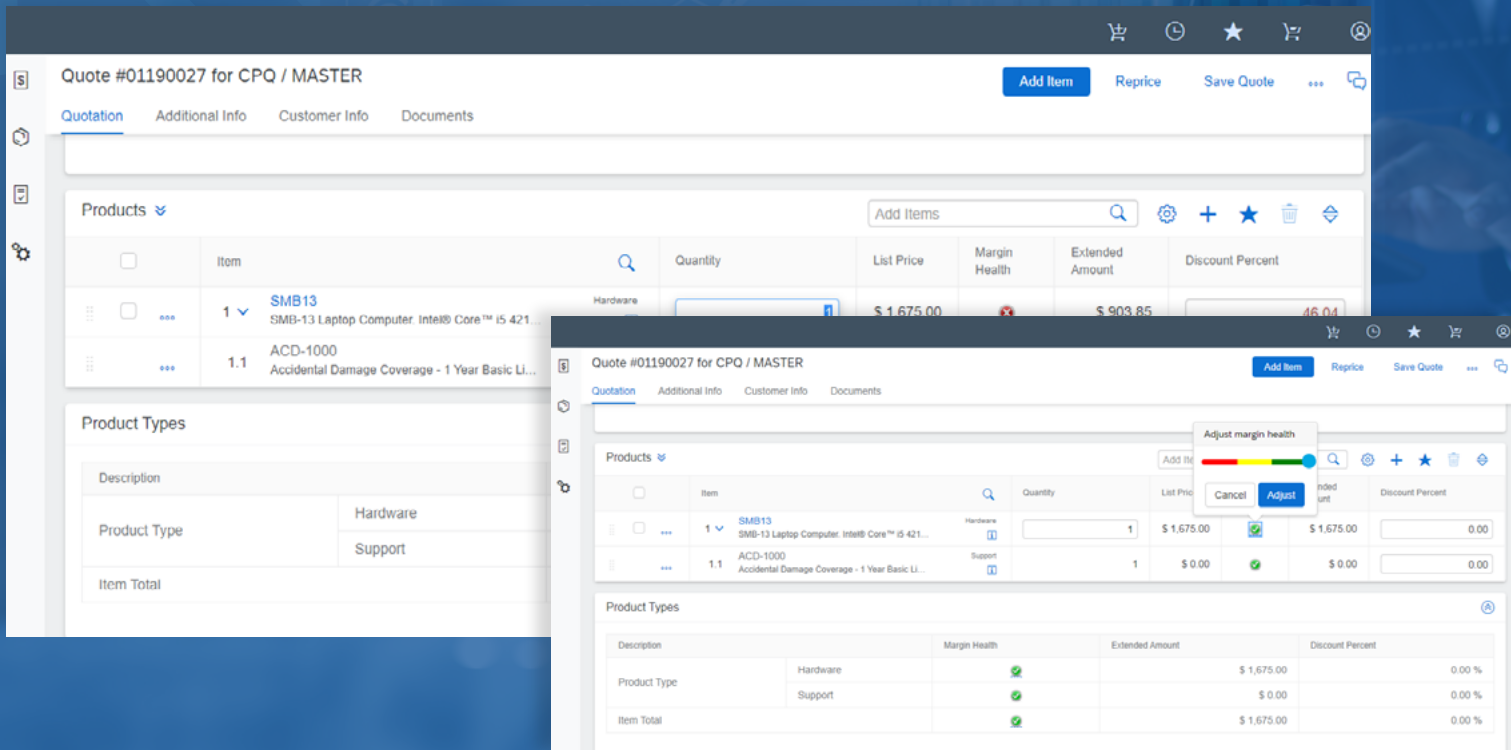
- Exclusive question-based workflows that lead salespeople through configuration procedures to ensure ideal product fit
- Several sales playbooks and situations to fit multiple stages in the sales cycle
- Prompts upgrades, up-sell, and cross-sell recommendations to enhance the deal size
- Insightful workflows that empower new sales teams and partners to quote like pros



25%

More reps
achieving
sales targets

INCREASE CONTROL THROUGHOUT SALES OPERATIONS



- Safeguard steady pricing and discounting using margin guard-rails
- Simplify sales processes to boost productivity
- Effortlessly update new SKUs, products, configurations, and rates in the back end
- Enhance CRM with more precise and comprehensive sales and customer data



29% Shorter sales cycle

CUSTOMIZED FOR YOUR PROCESSES AND YOUR TEAMS

The screenshot displays the Nsight CPQ interface. At the top, a yellow banner states: "Below are the contents of the order. Please check if everything is OK. You will have to confirm the order in the next 20 minutes before the session expires." Below this, the quote number is 01170007 and the date is 04/28/20. The interface is divided into two main sections: "Bill To:" and "Ship To:". Both sections contain the same address: "CPQ Test, CPQ, 9035 FEDERAL CT, DES PLAINES, IL, shanthi@nsight-inc.com". Below these sections is a table with columns "Part Number" and "Quantity". The table lists two parts: "SMB13" and "ACD-1000". An "Approvals" pop-up window is overlaid on the right side of the interface. It states: "This quote (#01190027) has to be approved because you violated the following rules:". Below this is a table with columns "Approval rule", "Description", "Responsible approver", and "Comment to approver". The table lists one rule: "10% Exceeded Discount" with the description "You have exceeded your maximum allowed discount. To proceed remove any discount and click Generate Documents, or click the Request Approval button to submit for approval." The responsible approver is "Suresh Kumar Sadige" and the comment is "Please approve". At the bottom of the pop-up are "Cancel" and "Submit for Approval" buttons.

Below are the contents of the order. Please check if everything is OK.
You will have to confirm the order in the next 20 minutes before the session expires.

Quote #: 01170007 Date: 04/28/20

Bill To:

CPQ Test
CPQ
9035 FEDERAL CT
DES PLAINES,
IL
shanthi@nsight-inc.com

Ship To:

CPQ Test
CPQ
9035 FEDERAL CT
DES PLAINES,
IL
shanthi@nsight-inc.com

Part Number	Quantity
SMB13	
ACD-1000	

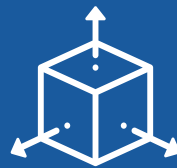
Approvals

This quote (#01190027) has to be approved because you violated the following rules:

Approval rule	Description	Responsible approver	Comment to approver
10% Exceeded Discount	You have exceeded your maximum allowed discount. To proceed remove any discount and click Generate Documents, or click the Request Approval button to submit for approval.	Suresh Kumar Sadige	Please approve

Cancel Submit for Approval

- Prompt automatic approval requests to authorized managers
- Tailored to suit business needs – from straightforward to complicated – Depending on industry
- Flexible and supports dynamic business needs – products, configurations, and pricing
- Seamless integration of SAP™ CPQ with SAP™ C4C, SAP™ CRM and S/4HANA
- Specialist integrations NetSuite™, Apptus™, Salesforce.com™ and Microsoft™ Dynamics 365



46% More quotes sent per rep

ABOUT NSIGHT

Nsight helps organizations orchestrate their digital transformation around business solutions in Customer Engagement, User Experience, ERP, IoT, Analytics, Security and AI & ML. Our strong partnerships with SAP[™], Oracle[™], AWS[™], Salesforce[™] and Microsoft[™] help us stay up to speed with the most recent innovations and technologies and provide a wide spectrum of system integration services.

In today's digital age, we are the perfect partner you can count on as we recognize the digital and real-life challenges of your industry. We help you align your business in every step to give you the competitive advantage.

We support organizations of all sizes and deliver turnkey projects in crunch timelines. We discover, design, deliver, manage and continuously enrich business solutions so our clients can meet their customer's changing requirements. We offer Managed Services Packages where we provide all services and support under one umbrella with our proven Global Delivery Model.

Our experts bring in deep industry experience and we understand the marketplace you are in, your industry and the technology that can solve your current pain points and future needs. And we bring together our proficiency with bespoke regional proximity, global competencies and our trusted principles - constantly finding the right balance for each individual client.

By incorporating our best practices to ensure uncompromised quality and lower TCO with flexible engagement models, we have been successfully transforming businesses across the world for over 15 years.



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