

Get the Edge on Your Competition

Customers who ask for a quote are often ready to buy and if you can turn your quote around faster than your competitors, they are more likely to buy from you.

Of course, you want to make sure you quote properly so you don't sell yourself short and avoid problems such as different sales people arriving at different quotations due to a defective quoting system.

Advanced Quoter gives you the power to rearrange quote lines with drag and drop simplicity and build quotes quickly and easily while the powerful search functionality puts everything at your fingertips.

Built from the ground up specifically for use with Exo Business, Advanced Quoter standardises the quoting process, guides you through the quoting process quickly and efficiently, allowing you to focus on what's really important; closing the deal.

TOP TIPS ON QUOTING FOR MORE EFFECTIVE QUOTING:

Focus exclusively on how to deliver to the customer what they want; usually it is a good deal for high quality product. Under-promise and over-deliver. Providing great service ultimately means you'll be taken care of too.

Try to add urgency to your quote to prevent prospects from putting off buying indefinitely. An extra bonus or discount for acting within a time period is one way to achieve this.

Identify your target market. It should not be 'everyone'. Qualifying your leads will give you prospects with more potential.

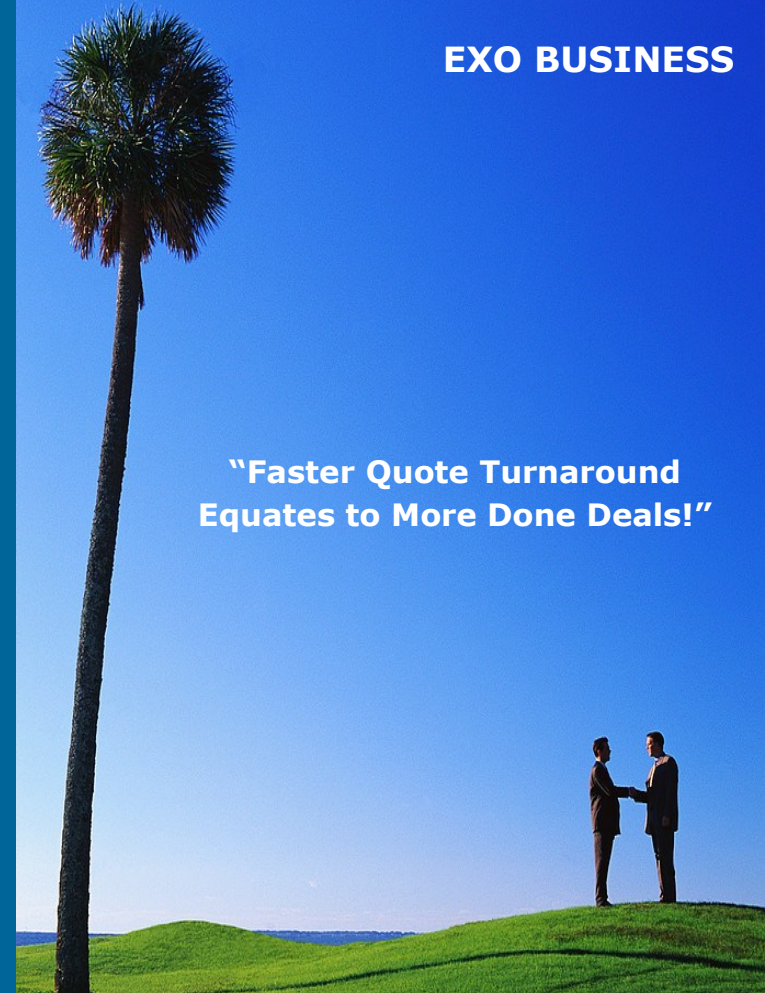
Test and measure your quoting. There is no other way to know which variation of your offer gives the best response.

It's not just about the conversion rate. Even a 5% conversion is good if you make all your money back and then some.

ADVANCED Quoter

for **MYOB**

EXO BUSINESS



**"Faster Quote Turnaround
Equates to More Done Deals!"**

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Do you spend excessive amounts of time building quotes only to find that ultimately it was an error prone and unrewarding exercise?

Do you wish your Exo quoting interface would allow you to compile complex quotes with drag and drop simplicity?

If you could turn your quotes around quicker, would it result in more business won?

If you answered YES, please read on; KKL's Job Costing Module might just be the answer you've been looking for.

Advantages:

The basic Job Costing quote screen encompasses the following features:

- Prints quotes from the app directly, and from print preview
- Rearranges lines
- Copies lines from another quote
- Creates sections
- Checks for price changes
- Checks stock levels

The following summaries are featured:

- Total cost
- Total cost/subtotal/GST total/price
- Markup (Percentage and absolute)
- Margin (Percentage and absolute)

Additionally, it is possible to do all of the following:

- Edit a wide range of job header fields for new jobs.
- Create a category
- Find and add a stock item
- Find and add a kit
- Add a note line
- Rearrange Lines
- Print

**kruger +
kings-lynn**

Jobno: 56219 - Advanced Quoter - Memo

File Settings Help

Save Quote Print Add Header Row Paste Set Markup Export Open Sharepoint

Job Code: 56219 Due Date: Rating: Hot
Title: Created: 9/11/2009 Expected Order: 30/11/2009
Status: 2. QUOTED Quoted: 17/11/2009 Validity: 15 day(s)
Type: CHARGEABLE Start: Budgetary:
Category: PROJECT (MANAGED) Complete:
Account: Follow up: 9/11/2009

Dispatch Details Quote Text

Stockcode	Description	Qty	Unit Cost	Unit Price
			\$1,599.08	\$2,127.10
		1	\$58.35	\$135.10
		10	\$6.70	\$10.50
		2	\$3.59	\$9.00
		1	\$17.88	\$33.00
		1	\$1,498.67	\$1,836.00
..	Test		\$2,189.00	\$2,770.00
		1	\$2,189.00	\$2,770.00

Cost: **\$3,788.08**

Status

Advanced Quoter can streamline your business. To find out how, call KKL

on +61 8 9328 4780

More info at <http://www.kkl.com.au/advanced-quoter/>

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