www.quosal.com
425.318.7638

Quosal
Order Porter

Proposals that win. Quotes that close.

Case Study: Order Porter

Leading Innovation for Quote and Proposal Delivery

Quosal's market-leading proposal presentation and delivery platform transforms your quotes into a Web experience for your customers, allowing them to review, modify and approve your quotes online. Order Porter has revolutionized the Quote and Proposal process — creating a dynamic, online customer experience; providing crucial sales forecasting tools; setting new standards of sales excellence; and giving organizations a major differentiation point from their competitors.

The Order Porter Case Study: Details

We worked with a selection of Order Porter users, out of the hundreds of successful Quosal clients, to find out how Order Porter has impacted their selling cycle and successes. The following is a sampling of their comments and key metrics.

100% said Order Porter had a positive impact on sales.

Order Porter received an average rating of 9 out of 10 stars.

100% said they would never go back to selling without Order Porter!

Dynamic, Online Customer Experience

Order Porter significantly changes the sales process. Features such as customer-selected options, electronic signature and personal videos drive the customer and sales team experience.

"Our customers love Order Porter. Who uses fax machines these days except our competitors? Options in Order Porter have been received well by our customers. We have not had to train anyone on how to use the options and we have not had any mistakenly chosen options. In general, customers like the speed of our quotes now — I do hear of customers asking for their online quote."

— Sam Gridley, President, Integration Technologies

"We present options using Order Porter, and it works great. We have had several comments from customers about the professionalism of both Order Porter and Quosal proposals in general. They definitely see a difference."

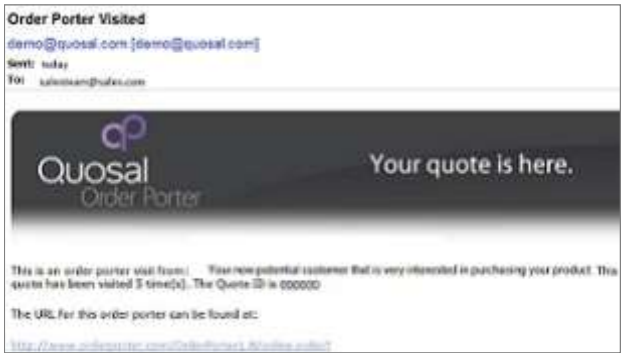
— Jamison West, CEO, JWCS

"Order Porter has completely transformed our sales efforts."
Gerwai Todd, Director of Sales
ConnectWise

Sales Forecasting Tools

Several of our case study group members called out Order Porter's notification feature as a competitive advantage.

After you deliver a quote to your customer, Order Porter notifies you when your customer accesses and views your quote, allowing your sales team to track your customer's interest level and even forecast the right time to deliver a follow-up message that closes the deal.



"The biggest success story is that it has liberated our sales team and has given them the control they have always needed. We will get 20+ orders on the last day of the month. It used to take us until the late hours of the night to wrap up processing of agreements.

"Order Porter has completely changed that process. We are no longer chasing people at month's end. We often know the real story about their readiness to sign and no longer have to wait for someone to return to the office to sign an agreement."

— Gerwai Todd, Director of Sales, ConnectWise

"The feedback on when and how often customers look at quotes is something we never want to live without again. With a view into when customers review quotes, calls and emails can be delivered to trigger fast orders."
Justin Fetsch, VP of Sales
High Point Networks

"The fact that you can see them viewing the Order Porter page is like getting nibbles while fishing, waiting for the strike. I had a client look at a large project proposal several times in a row and I was able to contact them and clarify their needs so they would accept. That was powerful and helped close the sale."

— Bill Hoblin, Sales Manager, Apex Technologies

Order Porter and Sales Excellence

All of our case study group members said Order Porter has made a positive impact on their sales. Quick installation and rapid adoption by your sales team translates to faster closing times and an immense return on your investment.

"Our staff took to Order Porter quite quickly. We continue to find new ways to use Order Porter to deliver information to our clients."
Dave DelVecchio, President,
Innovative Business Systems

"Order Porter has had a quite positive effect on our sales efforts, we close more quickly, particularly because they don't have to print/sign/etc. We are now using Order Porter to not only deliver quotes and proposals but also service agreements, statements of work, and project closing documents."

— Jamison West, CEO, JWCS

"Our process to send quotes and proposals has been reduced since we no longer have to produce PDF files and our client/prospect information is already integrated. Our average time to close moved from days to minutes when we moved to electronic signature service, and it took 2-3 hours to setup defaults. Employee training took less than an hour."

— Paul Hoffman, President, SouthTech Solutions, Inc.

Stand Out from the Crowd — Order Porter as a Point of Competitive Differentiation

In a competitive environment, every positive difference between you and other vying for business is critical, and Order Porter gives you a substantial competitive advantage, something that truly makes you stand out from the crowd.

"Besides the streamlining of our sales approval workflow, the largest impact is that Order Porter differentiates us from our competitors. By delivering quotes online and allowing electronic approval we show prospects and customers that **we're a cutting edge company**."

— Sam Gridley, President, Integration Technologies, Inc.

"When we moved to using the electronic signatures, we had dozens of clients and prospects asking us what service we were using and how they could get it."
Paul Hoffman, President, SouthTech Solutions

"Several Customers have commented positively about the ease of use. It makes a difference that the customer can approve online, it definitely takes longer when they have to print, sign, and fax back."

— Bill Hoblin, Sales Manager, Apex Technology Management, Inc.

"(One customer said), 'Love the new quoting tool. I accepted the order while at a movie!'"

— Brian Bassham, Inside Sales Specialist, UTG

Once You Try Order Porter, You'll Never Go Back

Would any of these customers go back to using their previous quoting solution? In their own words:

Connec+Wise

"Never."

JWCS — YOUR TRUSTED IT ADVISORS

"No."

southTECH SOLUTIONS | The Power of Experience

"Nope, not a chance."

HIGH POINT NETWORKS

"Nope. The professionalism of the delivery and *the information provided back to us is far too powerful to lose.*

UTG — Trusted IT Solutions. United Technology Group

"No. The automation is key in producing more sales."

intech — Hawaii's Trusted Leader in Small Business Computer Support

"No. It works great and gives us great feedback."

INNOVATIVE Business Systems, Inc.

"I can't imagine life without Order Porter."

Apex Technology Management, Inc.

"This is the only way we would sell."

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