

Netformx SalesXpert



Win More Deals by Quickly Creating Accurate Multivendor Proposals

As a sales person your imperative is to win new customers. This is a challenge because their networking and data center requirements are becoming more complex and your competition is stiff. You continually walk a tightrope: to quickly create accurate multivendor designs that deliver the desired functionality at the lowest cost point while, at the same time, meeting your company's need to maximize the profitability of each proposal.



Pre Sales
Sales
Inside Sales

Netformx SalesXpert Enables Your Success

With Netformx SalesXpert™ you can quickly and easily create complete end-customer networking and data center configurations and proposals. Following a simple workflow, you can select products from a variety of manufacturers, configure them accurately, and create a dynamic Bill of Materials (BoM) that updates automatically in real-time as you make changes. SalesXpert provides a simplified configuration experience with automatic validation and error correction of projects based on stored complex configuration rules maintained by KnowledgeXpert. It enables generalists to become specialists. The resulting configurations meet your customer's needs and can be created and deployed rapidly and accurately, thus increasing customer satisfaction.

<p>Sell-to-Win:</p>	<p>Win More Digital Enterprise Deals</p> <p>Quickly design and deliver complete, accurate, winning proposals that result in differentiated value propositions and higher margins</p> <ul style="list-style-type: none"> ■ Generate multivendor proposals 10 times faster ■ Increase your sales efficiency by 60% to 90% ■ Increase your win ratio
<p>Sell-to-Implement:</p>	<p>Orchestrate Flawless Deployments the First Time</p> <p>Create compelling proposals that meet your customer's needs and can be delivered flawlessly the first time</p> <ul style="list-style-type: none"> ■ Reduce your error rate by 99% ■ Double customer satisfaction ■ Increase quote service-attach rate
<p>Sell-to-Profit:</p>	<p>Increase the Profitability of Every Deal</p> <p>Scale your business profitably by increasing efficiency and incorporating vendor incentives</p> <ul style="list-style-type: none"> ■ Maximize financial benefits from incentives and promotions ■ Identify more margin opportunities on every customer proposal ■ Increase productivity with automation and analytics

SalesXpert Features

SalesXpert provides an interactive user experience for you to create and configure customer-specific proposals with a single system that accesses a centralized repository of multivendor content and integrates with back-end systems, such as Customer Relationship Management (CRM) systems, enabling you to tightly link your customer information with design and configuration proposals.

Validated Configurations and Proposals Created Quickly, Even at the Customer Site

SalesXpert can be accessed on the road or at a customer meeting via any Internet-enabled device such as laptop or tablet. Its user interface is so intuitive that novice or experienced sales personnel can quickly create customer-specific proposals in real-time, even while speaking with the customer. No specialized vendor product training is required.

Efficiency Increased with a Single Configuration Tool

You can use a single, consolidated configuration tool — SalesXpert — to access a single repository of multivendor and customer content, eliminating the need to search, access, and manually integrate content from a multitude of vendor and internal systems.

Multi-vendor Products and Services Library

Netformx KnowledgeBase™ is the richest multi-vendor content library in the world, encompassing the world's leading technology providers. You can quickly select from over a million devices and more than 3 million rules for your design. It includes product information such as specifications, validation rules, pricing, ordering information, and discovery mappings. KnowledgeBase ensures your completed designs are accurate and can be deployed successfully the first time.

Achieving Success with SalesXpert

With Netformx SalesXpert you can quickly and easily create validated, complete, and winning multivendor proposals that can be deployed rapidly and accurately, thus increasing customer satisfaction. By incorporating differentiated value propositions, increasing efficiency, and maximizing benefits from incentives and promotions you can accelerate profitability and achieve higher margins.

Incorporate Custom Content

With SalesXpert's self-service interface you can incorporate your own value-add products and services. Private services and equipment content changes are available immediately for configuration and presentation to your customers.

Visual Configuration Representation

You can quickly generate an accurate graphical view of your configuration, including private-branded services and equipment with features and prices.

Vendor Promotion Insights

With SalesXpert you can gain insights into vendor promotions and incentives and see alternate products that can increase a deal's profitability.

Winning Proposals and Customer Deliverables

SalesXpert enables you to deliver a professional BoM that thoroughly addresses the customer's original requirements. Because the configuration has been validated you can be confident it will be deployed successfully.

Seamless Integration with Your Sales Pipeline

The SalesXpert web-based application links seamlessly with your CRM and other external systems so you can link your customer information and your configuration proposals.

Netformx enables over 2,000 customers in more than 100 countries to create accurate proposals and validated designs that result in higher win rates and happier customers

Learn more about Netformx SalesXpert at www.netformx.com/SalesXpert