

The Clean Energy Installation Pricing and Quoting Solution from Webcom

- ⇒ Accurate pricing
- ⇒ Accurate product configuration
- ⇒ Reduced rework from quote errors
- ⇒ Faster preparation of quotes (30-90%) = better customer service
- ⇒ Consistent high quality proposals
- ⇒ Enforced compliance
- ⇒ Cross-sell/Up-Sell offers
- ⇒ Reduce 'back-office' resources
- ⇒ Reduce training / 'ramp-on' of agents

Be easier to buy from!

The Challenge – The *Clean Energy Initiative* announced by the Rudd Government has created a massive growth for the clean energy products and services suppliers. To manage this growth they need the tools and systems that will assist them to close business quickly and efficiently while increasing customer satisfaction and reducing rework and errors.

The Solution – The first steps in the process is having the ability to take orders quickly and efficiently and to accurately quote and perform site inspections. The Webcom quoting solution (CPQ) speeds this quote process by creating quotes that are full and complete. It ensures that all components are included and that key site information, key rebate (e.g. RECS) and financial data are all captured accurately for future use.

Simplify the Complex.

When quoting, the sales agent can enter all the attributes of the customers' enquiry. CPQ would select the optimum combination of products automatically. Alternately, the agent can pick and choose - panel, inverters, mounting system, etc... The product rules enforce that all essential components such as brackets, cabling, and installation charge are all included. Nothing is missed.

Item	Price
Part Number: SP-PR234	\$2,400.00
Panel Type: Monocrystalline	
Own Property: Yes	
SelectedPowerOption: Select by Kw/h	
MaxKwhs Required: 1	
Price: \$2,400.00	
Distance from installation centre: 0-70km	
Price: \$0.00	
Inverter: S31100	
Price: \$200.00	
Rack Type: Colorbond/Zinc	
Price: \$0.00	
Inverter Location: Indoors	
Current HWS: Off-peak Elec	
Inverter: \$200.00	
Total Price: \$2,600.00	

If there are specific promotions or specials, the agent will be prompted to offer the promotion—e.g. “offer a 30% discount if upgrade to the 5kwh option”. The sales agent does not need to keep track of all the combinations, offers or pricing, the system guides them through.

A High Quality Proposal – is produced. It can be immediately emailed to the customer. It can also be tracked as to when opened by the customer. The document generation engine can include prefilled RECS forms, green loan applications, datasheets, and pictures, as a complete single package for the customer... the customer can even accept the proposal online!

For further information on The Clean Energy Solution from Webcom, please contact us on the details below:

Rob Attard—Principal
Office: +61 2 8002 1070
Mobile: +61 412 505 515
Email:
sales@synergility.com.au

Please also visit:
www.synergility.com.au

Generate all the Documents for the Job—Once a quote is accepted, CPQ can produce an installer job order that describes all the aspects of the job as outlined in the quote. This can be printed or emailed to the installer and used as a source document for the job. CPQ can also create RECS forms prefilled, credit applications, or any form that you need to merge the job information with. **No rekeying.**

Enforced Compliance—With increasing scrutiny on compliance, it's not just the price that you need to get right! You need to ensure that all aspects and risks of the job are communicated to the customer and to the installer.

Ensuring that ALL the correct and accurate information is captured in the quoting stage is the first step to ensure compliance. CPQ ensures that all information is captured about the site (e.g. Asbestos risk, roof height risk), RECS requirements and product offering. They are communicated via quote to the customer, or to the installer via a job sheet.

Other Features—

- CPQ runs over the web so **no software to install**. Installers can access it too
- Integrates with **Facebook**, to capture customer reviews and referrals
- **Mobile agents** can use CPQ on their laptop, disconnected from the internet
- Supports customer guided **self-quotes on your website**, with or without pricing – gets you more leads!
- Handles multiple quote versions
- Works with CRM's, e.g. **Salesforce.com, Microsoft CRM, Oracle CRM On Demand**

A Complete Clean Energy Solution—

Enquire about other aspects of our Clean Energy Solution:

- CRM/Lead Management
- Pricing and Quoting
- Rebate management
- Document management
- Installer Scheduling
- Job Register/Management
- Finance application processing/tracking

If you would like further information about our Solutions for the Clean Energy Industry please contact us at the details below.

Contact: Rob Attard—Principal
Office: +61 2 8002 1070
Mobile: +61 412 505 515
Email: sales@synergility.com.au
Web: www.synergility.com.au or www.webcominc.com

USE FOR —

Quoting / Proposals

- ⇒ **Solar Power**
- ⇒ **Solar Hot water**
- ⇒ **Insulation**
- ⇒ **Green Audits**
- ⇒ **Rainwater harvesting**
- ⇒ **Green Loans**
- ⇒ **Servicing**

... and for Document Preparation

- ⇒ **Quotes**
- ⇒ **Job Sheets**
- ⇒ **RECS forms**