

Accelerator⁺or[®]

Proposal and Contract Management Solutions

Customers want flexible buying options for your equipment, devices, products, warranties and services.

Your selling team requires an easy, accurate and reliable tool to quickly generate and track these proposals and contracts.

Transact Systems Group provides the tools your sales team needs to easily propose and manage these complex pricing scenarios and selling processes.

We develop software applications that make selling your pricing options easy, efficient and accurate.



Accelerator® Proposal and Contract Management



Accelerator Proposal and Contract Management provides the capabilities to facilitate efficient and accurate proposal and contract generation for simple to complex transactions.

KEY FEATURES

Robust Calculation engines:

- Fee Per Product Commitments
- Fee Per Use
- Financing
- Finance with pass through
- Deferred payments
- Rentals
- Combine terms

Other Features

- Proposal Templates
- Proposal Blending
- Version control
- Discount management
- Condition Management
- Proposal Library
- Track expirations and statuses
- Manage customer contacts
- Personalized catalogs
- Customer special pricing
- Manage partner pricing
- Track customer contracts
- Approval workflow
- Bundle products, warranties and service
- Configure product options
- Up selling and tracking

Introduction: Asset Usage Selling

Accelerator® is a proposal and contract management tool that supports “Asset Usage” selling options as well as standard payment terms.

What is “Asset Usage”? Do you sell equipment and bill for the usage? How about selling equipment with products and the customer pays for the equipment through minimum product purchase commitments? Do you calculate interest on equipment, offer service or warranties with maybe one year free? Perhaps you offer a combination of these, if so, you are selling Asset Usage and now have a great tool to make these complex transactions easy to propose, track and close!

Generate Accurate Proposals

Accurate proposals are critical to maintaining profitability and superior customer relationships. Sales teams that cannot easily generate accurate proposals spend too much time in the administrative process, adversely affecting revenue. Order entry and customer service drain order profitability through time spent correcting the wrong order. Only through accurate proposal generation can profitable quote and order lifecycle processing be realized.

With TransAct’s Accelerator® Proposal and Contract Management, you can:

- ◆ Manage customer and partner pricing levels
- ◆ Accurately calculate financing options
- ◆ Accurately calculate profitable usage scenarios
- ◆ Maintain pricing, discounting and condition standards

Effective and accurate proposal and selling management will allow your company to realize benefits that include:

- ◆ Maximum selling time through efficient, accurate proposal generation and tracking.
- ◆ Increase order profitability through improved order accuracy
- ◆ Improve operations by maintaining corporate standards with discounting, conditions and terms.

Accelerator® Proposal and Contract Management

Accelerate proposal delivery timelines

Benefits to be realized	You know the sooner your customer receives their proposal, the sooner deals close. Approvals, corrections and sales support should not delay this process. Accelerator® manages the entire proposal lifecycle so sales teams work collaboratively inside the same proposal for maximum efficiency and speed.
Increase sales:	
Providing customers more buying options	With Accelerator® you will generate more proposals faster with: <ul style="list-style-type: none"> ◆ Approval workflows — get proposal to the right people faster.
Automatic follow up on expiring proposals	<ul style="list-style-type: none"> ◆ Proposal templates — reuse and edit proposals from your library .
Shorten proposal delivery timelines	<ul style="list-style-type: none"> ◆ Proposal Blending — merge multiple proposals into one proposal (often used for proposals to companies with multiple offices).
Maximize proposing options , services and warranties	<ul style="list-style-type: none"> ◆ Robust Calculation Engine— choose multiple usage calculation scenarios without the need for managing spreadsheets.
Gain faster approvals	<ul style="list-style-type: none"> ◆ Product Bundles— select multiple items as kits or bundles for faster product entry.

Improve Accuracy:

Robust calculation engine

Show more, Sell more

Use your product catalogs

With our product options features, sales reps can easily view and add value based product options to their proposals. Easily add required warranties and service line items or service contracts.

Use your customer records

Force required products

- ◆ Add options easily
- ◆ Up sell warranty and service items
- ◆ Track customer contracts
- ◆ Track customer buying patterns
- ◆ Take action on expiring proposals
- ◆ Generate targeted proposals through Accelerator® library

Call or visit us online:

866-406-6266

www.transactssystemsgroup.com

