



Quote Process

Create a formalized quote process and your closing ratio will increase. First you need to understand what you are quoting and who you are quoting. Secondly, the process must be tied to all the departments involved. Finally, the process must be quick and efficient. Jacquard's Quote Process Profit Project® provides the tools and action items to develop a customized formal quote process for your organization.

Experiences

- Formal quoting processes increase closing ratios
- Whole company involvement in quotes is directly tied to winning quotes

Principles

- Quotes over a certain dollar amount are the whole company's responsibility
- Turnaround time should be defined and followed
- Consistent and regular communication is key to winning quotes

Goals

- Increase revenue
- Increase closing ratio
- Involve departments outside of sales
- Simplify quoting process

Subprojects

- Decision Tree
- Pricing Strategies
- Quote Definitions
- Designing Quote Packages
- Terms and Conditions

Measurements

- Number of new quotes
- Number of closed quotes
- Dollar amount of lost quotes
- Cycle time of quotes

Deliverables

A formal standard repeatable process that provides ...

- Quick turnaround times
- A standard history of activity
- A system to ensure communication between departments
- Increased closing ratio

"As a company, we never knew who and what we were quoting before we developed the quote log."

— Owner, Manufacturing Company

Jacquard's Profit Projects™

- Straightforward, proven and universally applicable
- Focused and customized to a company's unique needs
- Easily understood by all employees
- Take only 16 weeks to complete

What they do for you ...

- Improve customer delight
- Build greater market share
- Increase profitability and cash
- Strengthen leadership
- Align people with company goals