

### Simplifying RFQ Management

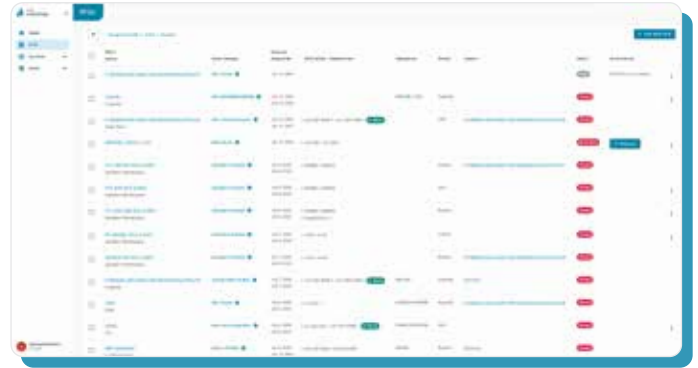
Consolidate RFQ's across multiple Marketplace platforms and submit quotes from a single, centralized hub. Experience a seamless integration that simplifies quoting and eliminates redundancy between Marketplace platforms and your ERP system.

### Integrations

#### Marketplaces



#### ERPs



### Features

#### Multi-Source RFQ Management

SalesEdge Quoting enables intelligent marketplace and ERP integration for managing incoming RFQs from multiple sources. Users can filter RFQs by number, source, value, status, company, and priority, with critical RFQs color-coded for easy identification. Users also have access to comprehensive customer, sales, vendor, and purchase order history for each stock line.

#### Direct Quantum & CORRIDOR Integration

SalesEdge Quoting allows users to email quotes directly from the platform and to save quotes as PDFs, which are synced seamlessly with Quantum or CORRIDOR ERP. Users can view historical ERP pricing data, check available ERP stock, and map marketplace companies to their corresponding ERP companies within the platform.

#### Enhanced Sales Workflow

SalesEdge Quoting optimizes the sales workflow with a web-based interface that supports a distributed "on-the-go" workforce. It enables RFQ assignment to salespersons, offers a unified interface to reduce training time. It automates RFQ routing, pricing, and quoting, includes reminders and notifications, and allows conversion of quotes to orders.

### Coming Soon

Intelligent Email Integration, Document & Image Management, Quote Templates, Auto Quote & Automated Pricing Based Pricing, Analytics, Personalized Workspace, & Aeroxchange Integration.

## RFQ Management

- ✈️ *RFQ List*: Assign incoming RFQs to salespersons and manage the queue with search, sort, filter, and pagination functionalities.
- ✈️ *RFQ No-Quote Option*: Issue a no-quote for entire RFQs or specific line items.
- ✈️ *Manual RFQ Entry*: Manually enter RFQs from various sources like phone, tradeshow, text, or email.
- ✈️ *Stock Market Email Integration*: Seamlessly ingest emails from the StockMarket marketplace.
- ✈️ *Marketplace Integration*: Receive and respond to incoming RFQs from ILS, PartsBase, ePlane, and SkySelect marketplaces.

## Sales Guidance

- ✈️ *Credit Limit Management*: Hold quote completion if the customer has a credit hold.
- ✈️ *Dynamic Guidance*: Add quote details based on global, company, or part-specific information.
- ✈️ *Supporting SO Exchanges*: Support the different types of exchanges and fulfil the requests in the ERP.

## Quote Automation

- ✈️ *Auto Quote*: Automate quote responses using predefined pricing methods.
- ✈️ *Auto-Price*: Automatically set prices based on classification and criteria.

## RFQ Response Efficiency

- ✈️ *Quoting Capabilities*: Create and manage quotes manually or from RFQs, access a centralized quote list, manage holds, requote existing quotes, browse inventory, select contacts, and preselect stock lines for sales orders.
- ✈️ *Quote Synchronization*: Sync quotes from SEQ to ERPs for complete lifecycle management (sales orders, invoicing, shipping) and respond to marketplaces with RFQ replies.
- ✈️ *RFQ Assignment*: Automatically assign RFQs and display in-stock indicators for requested parts in ERP.
- ✈️ *RFQ Optimization*: Select and decline multiple RFQs at once, flag duplicates, identify high-profit RFQs, and hide or archive irrelevant RFQs.

## Quote Optimization

- ✈️ *Quote Duplication and Consolidation*: Copy existing quotes to create new ones quickly and consolidate multiple RFQs from the same customer into a single quote.
- ✈️ *Quote Visibility*: View historical quotes created in ERP within SEQ and access ERP-generated vendor quotes for broker sales.
- ✈️ *Inclusion of Terms*: Include agreed-upon payment and shipping delivery terms.
- ✈️ *Document Management*: Upload, view, and attach documents and images to quotes.