

Win More Business by Increasing Response Speed for Quotes

When the clock is ticking, Quote Automation gives you a competitive advantage.

Conexiom® Quote Automation transforms requests for quotes (RFQs) into touchless transactions with 100% data accuracy.

Focus on Delighting Customers, Not Manual Data Entry

In an ever-changing competitive business climate, valuable resources and staff cannot spend hours upon hours each day performing non-value-add manual processes. It's inefficient, costly, error-prone, and negatively impacts the customer experience.

Conexiom eliminates the manual process of CSRs receiving quote requests via email and manually keying those requests into a Configure, Price, Quote (CPQ) tool.

Quote Automation frees your CSRs to focus on retaining customers while winning market share from competitors.

Key Benefits

- ▶ Use a purpose-built solution that solves the shortcomings of traditional automation tools
- ▶ Create touchless transactions to eliminate the manual processing of commercial documents between buyers and sellers
- ▶ Turn complex unstructured data with high degrees of variability into structured documents with 100% accuracy
- ▶ Save up to 80% on processing costs

Key Features

- ▶ Automatic processing of documents at scale
- ▶ Detailed analytics and reporting to show status of RFQs
- ▶ Support for integration across various backend systems
- ▶ XRef tables to improve the matching of data from incoming data to data required in transactional systems

Key Outcomes

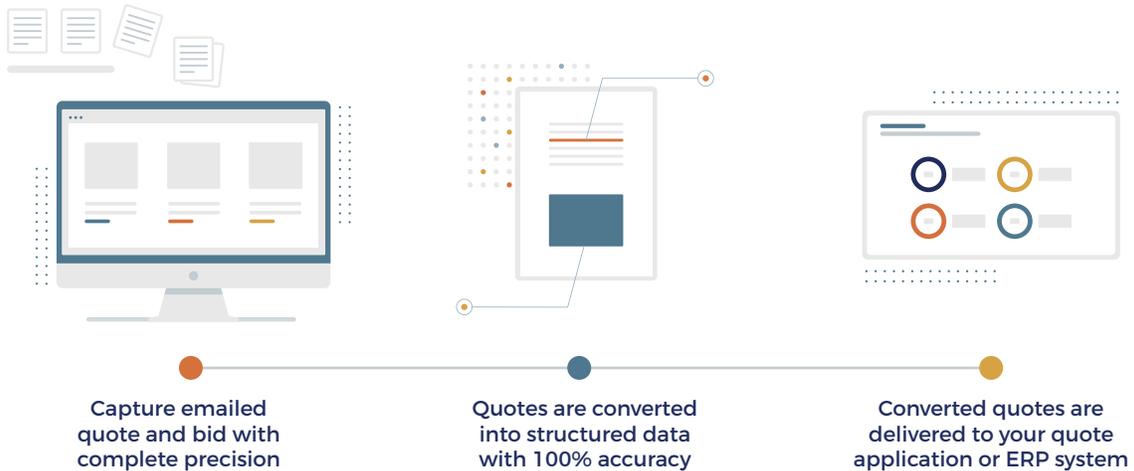
- ▶ Process RFQs with greater speed and accuracy while reducing costs
- ▶ Transform Customer Service from data entry to an innovative customer-engagement team
- ▶ Deliver differentiated customer experiences that protect existing revenue from competitive threats
- ▶ Create unprecedented operational efficiencies that reduce costs and errors
- ▶ Reallocate resources to value-add sales and services activities
- ▶ Grow revenue without hiring additional staff



How Quote Automation Works

CSRs often receive quote requests via email from their customers and must manually add those requests into a CPQ tool. The Conexiom Automation Platform with touchless document processing removes the manual tasks associated with transactional processes:

1. Data is extracted on the RFQ with 100% data accuracy
2. Your company's complex business logic is applied to the quote
3. The quote transforms into a digital format that can be consumed by a CPQ tool via an API



Integrates with Systems You Already Use

ERP systems:

- ▶ SAP®*
- ▶ Infor®
- ▶ Epicor® Prophet 21®
- ▶ MSFT Dynamics®
- ▶ Oracle®
- ▶ EDI
- ▶ ERP-specific connectors available

Outputs data as:

- ▶ PDF
- ▶ XLS
- ▶ DOC
- ▶ HTML
- ▶ XML
- ▶ EDI ANSI X12
- ▶ CSV

Trusted by Companies Around the Globe



* Includes certified integration to SAP ECC 6.0 via PI server using IDOC format

About Conexiom

Conexiom's cloud-based automation platform eliminates manual entry and approvals in the order-fulfillment process by transforming complex data into 100% accurate, touchless transactions, delivered seamlessly into the ERP. Manufacturers and distributors across the globe, such as Grainger, Genpak, Prysmian, Rexnord, USESI, and Compugen, trust Conexiom to improve efficiency, speed and accuracy, increase profitability, and elevate the customer experience, while eliminating unnecessary costs from manual approaches.

Conexiom is based in Vancouver, British Columbia, and has offices in Kitchener, Ontario; London, England; and Chicago, Illinois. For more information, visit Conexiom.com.

“Conexiom is a powerful service... it supports all aspects of integration, configuration, and continues to expand the options available to us. Their continued development and growth in solutions supporting our business objectives firmly establishes Conexiom as a partner in our business.”

Craig M., Customer Review on Capterra