

➔ The Customer

The Customer is a leading supplier of value-added point-of-sale (POS) printers and transaction terminals for the retail market. The Customer has an extensive array of award-winning image capture and image output products for the Consumer, photographic, business and graphic arts markets.

➔ The Problem

The Customer's sales team receives lot of requests for quote every day. The sales team responds to these requests with price proposals. The sales team relies on Microsoft Office Excel spreadsheet software for preparing price proposals. This process is intensely manual and results in error-prone data entry. In addition to this, the proposal preparation process involves approvals at different levels. This resulted in multiple versions of excel files going back and forth along the approval chain. Lacks of single version of excel created confusion and loss of control. This resulted in delays in critical business decisions affecting the Customer's sales.

➔ The Solution – Pricing Automation System

PreludeSys conducted an in-depth study to analyze the requirements from the Customer. Based on the analysis PreludeSys proposed a Dot Net based three tier web based Pricing Automation System (PAS) which can address the challenges the Customer faced. PAS was developed with inbuilt workflow which allowed for free flow of the proposal across the approval chain. The system provided all the necessary information for approvals like Product Ranges, Price, Version, Exchange Rate etc., which enabled the approver in his/her decision making process. The system also had tracking and alert mechanism to ensure that the proposal doesn't get stuck in the approval chain. It also had detailed reports for the management team.

➔ Benefits

The resultant system provided the following benefits to the Customer

- Reduced manual entries
- Improved accuracy of the proposals
- Improved speed of the approvals
- Easy retrieval of old references
- Approval mechanism streamlined & made easy
- Dynamic calculations