








-  Sell More
-  Lower Costs
-  Improve Customer Satisfaction
-  Reduce Errors
-  Get Paid Faster



integraERP User Since 2008
Customer Since 1988

integraSoft Product:

integraSoft Bid/Quote Management
Solution Pack

Why integraSoft?

"Before implementing integraSoft's Bid/Quote Management, we needed to hire another person to help handle the bid process. Since the implementation, we are saving a great deal of time which allows us to build and finish our quotes more quickly."

-Tom Coryn, Vice President



Utility Equipment Revolutionizes Bid/Quote Process

Utility Equipment Company • Bettendorf, IA • www.utilityequipmentco.com

Utility Equipment is a distributor of water and waste water products. The company sells to municipal utilities and underground contractors. Established in 1962, Utility Equipment has six branches and is updating the business to operate more efficiently using available technology.

WHY WE NEEDED TO STREAMLINE OUR BUSINESS

Utility Equipment's bidding system was not optimal: taking too long to get quotes out the door, errors were being made in data entry, and customers were receiving different quotes for the same job. This was creating unnecessary risk and cost in the bidding fulfillment process.

IMPROVED PROCESSES FOR BETTER RESULTS

By implementing integraSoft's Bid/Quote Management solution, Utility Equipment is able to effectively manage risk, reduce errors, and maximize margins:

Maximize Margins

- Easily align your quotes to a pre-defined profit goal by calculating quote price
- Quickly turn quotes into purchase orders to increase business velocity
- Match purchase orders to the original bid, helping get lowest supplier pricing
- Allow **all** involved personnel visibility into bid information

Reduce Costs

- Stay consistent throughout bidding process, from vendor to consumer
- Hold vendors accountable for quoted prices with easy reference

Control Liabilities

- Create, copy, and track all bids from start to finish
- Build Recurring Startup Orders instead of manually re-entering data
- Automatically maintain tracking information on all bids to avoid confusion

Learn more about integraSoft Bid/Quote Management [Here](#)