discount management
accelerator

Speed up the sales quotation process and support business controls

Available on
Microsoft AppSource

Microsoft | Dynamics 365

Whichever role you play in your sales organization, these challenges when preparing and sending customer quotes will be familiar:

"Preparing and sending quotations to our customers is a vital step; speed and accuracy is required to provide a good first impression."

"We have a range of discounts available per product, range, customer and even salesperson; but this can slow down the quote process and result in errors."

"Our sales margins are affected because discounts are not being managed to our business criteria."

Why choose the Discount Management accelerator?

Discount Management boosts standard Microsoft Dynamics 365 for Sales functionality by:

- Managing the discount rights and approval process of quotations
- Allowing the business to set discount rates and limits per sales role, so the sales person has flexibility of the discounts they can offer within their limits without the need for approvals
- An approval process is triggered automatically for management to allow or disallow any discount outside that user's agreed discount range

Increase sales productivity

Minimize the number of steps it takes to complete tasks, freeing sellers to focus on customer interactions.

Personalize your sales approach

Provide customers with more personal and relevant offers thatthey expect.

Improve your sales processes

Shorten the sales cycle and empower employees with guided processes to respond better to customer and business requirements.

Speak to Prodware about getting your Dynamics system fully aligned with your own discount and approval requirements to align with customer expectations

Contact appsource@prodwaregroup.com to discover more.

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