



Quote Experience

Comprehensive Quote Management for Broadband, Voice, and Unified Communications

The Challenge

Technology advisors encounter a myriad of obstacles selling broadband services, voice, and unified communications such as technical complexity, fierce market competition, rapid technological changes, customer education needs, price sensitivity, integration, support demands, and security concerns. These obstacles require adept navigation to effectively communicate benefits, ensure compliance, and deliver satisfactory customer experiences, while staying competitive in the dynamic telecommunications industry landscape.

Key Benefits

- **Versatile Quoting:** Address any service use case with our broad quoting options for broadband, voice, and UCaaS.
- **Streamlined Operations:** Simplify your processes with a unified system, reducing time and administrative effort.
- **Increased Sales Opportunities:** Leverage real-time quotes from a vast supplier base to efficiently handle more transactions.
- **Enhanced Customer Confidence:** Provide accurate and prompt quotes, improving customer satisfaction and trust.
- **Reliable Commission Payouts:** Ensure you receive every cent owed to you, with Telarus proactively managing your commissions

Our Solution

In a competitive market, Technology Advisors need tools that not only align with their customer's unique needs but also offer flexibility and a wide range of supplier offerings. The Telarus Quote Experience equips advisors with a comprehensive suite of tools and services designed for the effective management of broadband, voice, and unified communication opportunities.

Telarus Advantages

- **Seamless Back-Office Integration:** Experience streamlined workflows with integration into CableFinder for a fluid quoting process.
- **Comprehensive Reporting:** Access full quote and order record details with reporting for both CableFinder and Telarus GeoQuote.
- **End-to-End Support:** From order fulfillment to implementation success, enjoy comprehensive support ensuring timely and accurate commissions.



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partners@telarus.com



385-355-0664



Growing: *Extensive Supplier Portfolio*

- **Over 80 Suppliers:** Access a broad network of certified suppliers providing industry-leading solutions and advanced services.
- **Mature Supplier Relationships and Contracts:** Benefit from established partnerships that ensure competitive and reliable offerings.

Enhanced: *Flexible Quoting Options*

- **Broad Capabilities:** Expertly manage opportunities with tools designed to qualify and negotiate the best solutions.
- **Quote Guidance:** Navigate the quoting process with support, ensuring optimal solutions for each customer's unique requirements.
- **Simultaneous Quote Management:** Easily view and manage the status and details of all your quotes in one place.

Unified: *One Environment*

- **Streamlined System:** From qualification to commission, manage every stage in a single, integrated system.
- **Intuitive Tools:** Use dynamic workflows, dashboards, and reports for efficient tracking and management.
- **Comprehensive Support:** Access the Telarus Partner Experience, Order Support, Commissions Experience, and University for dedicated support, commission reconciliation, and educational resources.

Discover how the Telarus Quote Experience can transform your sales process and help you shine in the broadband, voice, and unified communications arena.



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