

Axiom – Empowering the Sales Force

Abstract

Axiom is the automated sales tool that empowers sales efficiency for both the sales force and sales management. Axiom empowers the sales force to effectively create quotes and proposals while empowering management to effectively manage the sales force, the pipeline and product pricing.

Axiom Empowers Sales

Description

Axiom is the web-based sales tool that the Sales Force uses to create and manage their sales quotes and proposals. With Axiom, the Sales Force can quickly and accurately create quotes and generate proposals. With Axiom, Sales Management can track and accurately forecast the sales pipeline, sales activity and sales orders. Axiom configures in hours, and is intuitive and easy to use. Axiom is Software as a Service (SaaS).

Features and Benefits

For the Sales Force:

Pick: With Axiom, the sales representative picks the product(s) from the product catalog(s) displayed in easy-to-find on-line displays that are fully searchable. This central catalog and “point and pick” technology eliminates errors produced by selection from excel spreadsheets and out-of-date catalogs.

Price: With Axiom, products are accurately priced by flexible pricing rules specific to the customer, or product or both. Axiom supports line item discounting and quote level discount by the sales force, up to management assigned levels. (Requested discounts over those levels are escalated for proper approval). This eliminates the rogue discounting that plagues sales organizations and ensures proper pricing.

Propose: Products priced and tailored to the customer are wrapped together with the appropriate contractual documents to round out the proposal. All are delivered with your professional format for printing or e-mailing. This reduces response time to customers and prospects and ensures consistent messaging. This feature also minimizes manual, time intensive proposal generation.

For Sales Management

Review: Management is immediately notified when a sales representative attempts to generate a proposals with line item or quote level discount above your assigned values. You have the opportunity to approve or reject the “out of policy” discount. Rejected quotes can not be printed or included in proposal and approved quotes are returned to the sales force for completion and presentation to the customer. This ensures proper product pricing on all items while allowing for the “exception to the rule”.

Report: Axiom contains a complete set of report wizards that allow the sales force and sales management to quickly and accurately report on field activities and pipeline specifics, such as proposal submittable, acceptance, or rejection and order generation. With this feature, management has at their fingertips the information needed to maximize the top and bottom line.

Key Reports and Dashboards

Sales Dashboard: Shows the current pipeline value, quote items in process, and proposals in process. This dashboard is the opening screen, which gives the sales force a quick and accurate view of the sales opportunities at an individual, group and company level.

Reports: Axiom contains a complete set of report wizards that enable the sales force and sales management to quickly generate comprehensive look at field activities. Reports Wizards exists for opportunity, quote order and proposal activity, with additional reports planned for future releases.

Specifications

Axiom is a web-based application developed on Microsoft’s ASP.Net technologies. Axiom incorporates the speed and power of Microsoft’s SQL Server technology to deliver safe, secure volume intensive transactions with the reliability of one of the worlds most robust database management systems.

Pricing

Axiom is an on-demand application that is priced per user per month.