

PROBLEM STATEMENTS

1. The average salesperson is highly dependent on senior staff for sales quotations, leading to a long and tedious sales quotation process.
2. An increase in sales enquiries has led to bottlenecks arising in its costing and sales quotations processes.
3. With many customisable product variations available for clients to choose from, complexity arises in the sales quotation process.

PROPOSED SOLUTION

KEY FEATURES

1. New inputs in input dashboard

- Multipliers for upper and lower limit of quoted price
- Inclusion of installation and delivery charge

Expand for more details

Minimise

Session Started

Project Name (Manual Fill)

The Oldest House

Client Name

Parker's Furnishings

POC Name

Leroy Jones

Sheet Code (Manual Fill)

OO-22

Choose Number of Panels in Quote

1

Lower Limit

Upper Limit

Price (Manual Fill)

\$ 2,110.00

\$ 1,592.57

\$ 1,708.89

Quantity (Manual Fill)

1

Total Price

\$ 2,110.00

Choose Glass Type for this panel

Antique Mirror

Model of Glass Type

Blue Tin

Panel Thickness (mm)

5 mm

Panel Height (mm)

5000

Panel Length (mm)

5000

To Temper?

N

Glass Supplier (if using float glass or float mirror)

Yuen Mai (Cut Sheet)

2. Security features

Expand for more details

Minimise

Hide Sheets

View Sheets

Generate Entry

3. Quotation generator

- List of quote records generated

Synergaphic

the art of glass

1986

Project Name

The Oldest House

Leanstop Clementi Branch

(blank)

Project Name

The Oldest House

Leanstop Clementi Branch

(blank)

Project Name

The Oldest House

Leanstop Clementi Branch

(blank)

Our Ref: Q002

Reset Installation and

Quotation

Format Quote

Hp: 82345111

Attn: Leroy Jones

RE: The Oldest House

Export

Datetime

All Periods

MONTH

2022

JAN

FEB

MAR

APR

MAY

JUN

JUL

4

We are pleased to submit the quotation of the above for your confirmation as follows:

To fabricate & supply only:

Quantity

Price

Total Price

Specs

12 mm Clear Glass/Tinted Glass | Mirroring |

Edge

clean cut

Size

W 1000 mm X H 1000 mm

10

53.50

535.00

Specs

5 mm Blue Tin Antique Mirror | Mirroring |

Edge

clean cut

Size

W 5000 mm X H 5000 mm

1

2110.00

2110.00

4. Customer list database

Client Database

*All information in this sheet are protected, (

Add New

Expand for more details

Minimise

Add

Edit

Ref

Client Name

1 Studio Fortyfour Singapore

2 The ED Design Group Pte Ltd

3 Foundry K Pte Ltd

4 Xavier Studios

5 Parker's Furnishings

6 Sara Pte Ltd

7 Leanstop

8 Sara Pte Ltd

Company Name

Salutation

Mr

POC Name

Contact

Address Line 1

Country & Postal Code

(e.g. Singapore 486788)

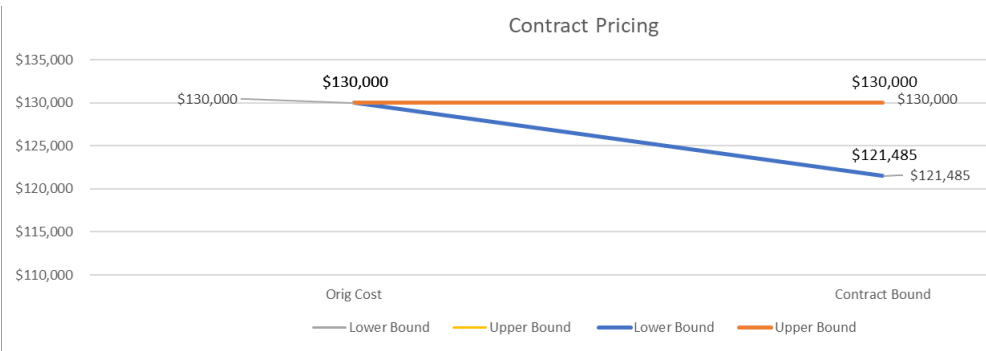
Cancel

CONTINUE

ADDITIONAL ANALYSES

Customer Analysis

	Rating	Full Points	Score	Weight
Customer Risk Criteria (Ability to pay)				
Capacity (DSO)	4	5	0.8	0.8
Complexity of Order	3	5	0.6	0.6
Good for Business' / Customer Quality Criteria				
Length of Relationship	2	5	0.4	0.7
Total Sales Generated from Client	4	5	0.8	0.5
Avg. Order Size	2	5	0.4	0.5
Avg. Sales Margin	1	5	0.2	0.7
Frequency of orders (what order freq. is preferable?)	5	5	1	0.6



Sales Analysis

