



## SALES ASSISTANT DISTRIBUTOR QUOTE SYSTEM

### Discover a More Efficient Way to Produce and Manage Quotes

Your quote process is the key to success—the more quotes you deliver, the more orders you can turn. So why not take advantage of a faster and easier way to manage your quotations? And even better, get more control over your projects from start to finish?

#### The Sales Assistant Distributor Quote System Does All This and More

Created for lighting and electrical distributors, this industry leading quotation system helps you produce quotes more efficiently as well as focus on improving margins. It is comprised of Multimicro Systems Quotations System, Project Control, Price System and the optional PDF Spec Sheet Submittal System—all which work together to reduce the work required to manage your projects as well as customize your quote output for each contractor, price level, quantity, and more.

#### Manages Projects from Start to Finish

The Sales Assistant Distributor Quote System makes it easy to monitor and control your projects from start to finish, from billing through payment. Now you can easily report and follow up on ship promise dates, track carrier and pro numbers, and generate job status reports for your customers.

#### Take Advantage of all Our Benefits in the Cloud plus Epicor and Infor Integration

With our latest upgrade, this system features next-generation technology which allows you to run in the cloud, so you can share information more easily within the agency and with mobile workers on the go. Plus we interface with Epicor and Infor distributor systems that allows you to use a customized Lighting and Electrical Quote System for your Job business. All data related to sales, products, and prices automatically transfers to your current distribution system providing timely updates for all your accounting, inventory and reporting needs.

### Perform Daily Tasks Faster with Interconnected Customized Modules

- » Full Quotations System with Quote Price History – Build your own customized price history
- » Project Management/Control
- » Filing Cabinet – Keep all project documents together (PDF, Word, Outlook, Excel, etc.)
- » Price System and Bid Board
- » PDF Spec Sheet Submittal System for Project Specification
- » Material Crossover from specified items and Expedite/Follow-Up System

#### Features

- » Look up Quote Price History on every item (including lamps)
- » Import bills of material and pricing from Reps
- » Get comprehensive reporting including line item level with customization via a range of export options
- » Track customers' quotes including status, date, cost, sell price, and margins
- » View multiple column layouts—12 columns in all, to manage multiple counts and pricing using the Move Columns function
- » Recalculate multiple columns automatically including subtotals
- » Output and send customized quotes via print preview, fax, email, and PDF
- » Track the level of influence for Specifiers on your quotations

#### Benefits

- » Measures the realization rate of your customers obtaining quoted jobs
- » Optimizes the management and visibility of the quotation function
- » Improves your response to RFQs to provide better service
- » Shows who you quoted, when, and what price, cost, and margin
- » Improves the professional image of your firm
- » Saves valuable time in quoting function
- » Eliminates lost quotes when someone pulled it out of the file
- » Finds job quotes by name, entry date, bid date, job code
- » Allows price changes and delivers new totals in seconds
- » Provides history and management information on the quote function
- » Shows prior price/cost used to save time and improve margins
- » Improves the consistency, quality, and margins of quotations
- » Reduces quoting and extension errors

» **Interface with:**  
Epicor and Infor  
Distributor Systems

» **Development Platform:**  
Microsoft Visual Studio

» **Operating Systems  
for Workstations  
or Single User System:**  
Windows XP, Vista,  
Windows 7, Windows 8 or  
Windows 10 (32-bit or  
64-bit (x64))  
Apple OS with  
Parallels Desktop

» **Database:**  
MySQL, the world's most  
popular open source  
database software  
with over 100 million  
copies distributed



## MULTIMICRO SYSTEMS

### The Leading Provider of Sales and Quotation Software in the Lighting and Electrical Industry

There's a reason why more than 1,000 customers and 3,000 users worldwide choose Multimicro Systems—we help distributors successfully build their business. Since opening our family business in 1984, we've become recognized as the leading quality software provider in the lighting and electrical industry.

Multimicro Systems Sales Assistant (also known as The Cahill System) is backed by experienced staff of professionals who work hard to help you become a more effective sales organization. Each staff member has more than 10 years of experience in the lighting industry, which enables us to deliver a product and service that truly caters to your needs.

#### **More Choices. More Flexibility.**

Featuring the most comprehensive and feature-rich software system for lighting and electrical distributors, Multimicro partners with you to provide:

- » Great value and lower prices
- » Original industry-specific software developed in-house by industry experts
- » Complementary web-based training; install and data conversion
- » Superior customer service and no interest payment terms
- » And a Money-Back Guarantee

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#### **MULTIMICRO SYSTEMS, LLC**

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*Contact us to schedule a no obligation demo*

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