

# Quote Module



**The aim of having pricing tools** is to:

- Improve customer satisfaction
- Optimize internal information flow
- Increase alignment between teams

**The aim** of the **ONE Quote** is to optimize and harmonize the flow of information internally and externally regarding pricing definition and execution processes.

Quotes are an extremely **important part of the sales cycle**. Not only are quotes the blueprint for the contract, but they are often the first impression we leave on our customer.

Quotes give us an opportunity to make a strong brand impression, and demonstrate our commitment to the customer. Quotes can move our deals forward by:

- Making a positive first impression (accurate and professional document within their time frame)!
- Giving you the first mover advantage (whoever delivers the quote first often gains the advantage in the negotiation process)
- Setting the starting point for negotiation
- Getting the customer to commit

P&C: [CORE One Quote](#).

SpP: [iCARE Quote](#).

CM: [iCARE Quote module \(CM\)](#)

It is used by Sales Managers, RMDs, PAM, Pricing Admin & CSR.