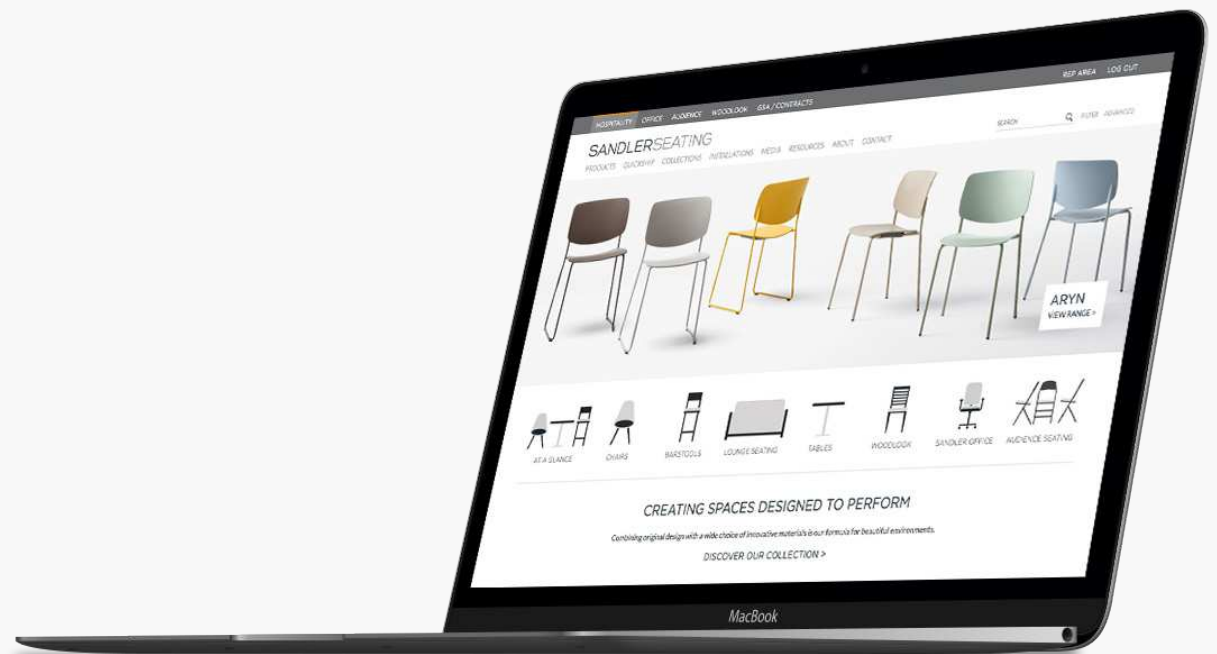


Reps / Rep Group Principals

CRM USER GUIDE

July 2020



SANDLERSEATING

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WHAT'S

NEW

Look out for the NEW icons throughout
for details about the most recent additions.

Full Customer list available to all Reps within a Group

Which Rep in the Group added the Customer

Any Rep within a Group can create a Customer Account

View full customer details (next page)

SANDLERSEATING

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CUSTOMER ACCOUNTS

ADD NEW CUSTOMER

Company Name	Contact Name	Email	Country	State	Rep		
Apple	Apple Core	dummy@apple.com	USA	GA	Mark Ashmore	View/Edit	Delete
Hilton	Mr Hotelier	dummy@hilton.com	USA	GA	Mark Ashmore	View/Edit	Delete
McDonalds	Ronald Mac	dummy@mcdonalds.com	USA	GA	Mark Ashmore	View/Edit	Delete
Grand Hyatt	Grant Hy	dummy@grandhyatt.com	USA	GA	Mark Ashmore	View/Edit	Delete
Marriott	Mr Marriott	dummy@marriott.com	USA	GA	Mark Ashmore	View/Edit	Delete
Westin	Willy Westin	dummy@westin.com	USA	IL	Rosie May	View/Edit	Delete
MGM Grand	Betty Winnings	dummy@mgmgrand.com	USA	NV	Ted Pupster	View/Edit	Delete

CUSTOMER ACCOUNTS

ADD NEW CUSTOMER

Company Name*

Contact Name*

Email Address*

Country*

State (USA only)*

Address*

Telephone

ADD CUSTOMER

Navigation: HOSPITALITY | OFFICE | AUDIENCE | WOODLOOK | GSA / CONTRACTS | REP AREA | LOG OUT

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PRODUCTS | COLLECTIONS | INSTALLATIONS | BLOG | RESOURCES | ABOUT | CONTACT

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CUSTOMER ACCOUNTS

EDIT CUSTOMER

Company Name* Apple

Contact Name* John Smith

Email Address* jsmith@apple.com

Country* USA

State* GA - Georgia

Address Global HQ
Street Name
Town Name

Telephone 07894561237

SAVE CUSTOMER

CONTACTS

John Smith ✓
jsmith@apple.com 7894561237
GA, USA Global HQ
Street Name
Town Name

Edit Contact

Tom Jones
tjones@apple.com 45678912346
GA, USA Regional Office
Street Name
Town Name

Edit Contact | Make preferred

ADD NEW CONTACT

PROJECTS FOR THIS CUSTOMER

Expand all | Collapse all 5 projects found

Project Name ▼▲	Customer ▼▲	Specifier ▼▲	Target Date ▼▲	Value ▼▲	Likelihood ▼▲	
Eastern Headquarters x	Apple	Design House One	12/12/2019	\$135,564	50%	View/Edit
Quote Name Value Date Status						
SND00055123 - Boardroom ✓		\$94,245	2019-03-21 12:22:25	View / Edit / Delete Live		
SND00054653-1 - Reception Area ✓		\$41,319	2019-02-12 16:25:25	View / Edit / Delete Live		
SND00054653 - Reception Area ✓		\$65,854	2019-01-31 14:25:00	View / Edit / Delete Live		
Western Headquarters +	Apple	Design House One	02/12/2020	\$86,865	75%	View/Edit
Northern Headquarters +	Apple	Design House One	05/31/2020	\$122,223	99%	View/Edit
Southern Headquarters +	Apple	Design House One	06/10/2020	\$42,785	50%	View/Edit
Global Headquarters +	Apple	Design House One	12/31/2019	\$251,996	75%	View/Edit

Click to reveal quotes within the project

You can edit all details here

Multiple contacts can be added to each Customer

✓ The preferred contact will be the default contact on new projects

You can change the preferred contact here

All of your projects assigned to this customer are listed here

Full Specifiers list available to all Reps within a Group

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SPECIFIERS

ADD NEW SPECIFIER

Specifier Name ▼▲	Contact Name ▼▲	Email ▼▲	Country ▼▲	State ▼▲	
Design House One	Bob Smith	bob@designhouseone.com	USA	GA	View/Edit
American Office	Jenny Jones	bob@americanoffice.com	USA	FL	View/Edit
MM Squared	Marcia Mable	mm@mmsquared.com	USA	IL	View/Edit
Srong Dimension	Burt Strong	burt@strongdimension.com	USA	GA	View/Edit
Hospitality Heros	Ronny Johnson	ronny@hospitalityheroes.com	USA	AZ	View/Edit



Any Rep within a Group can create a Specifier



Multiple contacts can be added to Specifiers in the same way that they are to Customers

SPECIFIERS

ADD NEW SPECIFIER

Specifier Name*

Contact Name

Email Address

Country*

State (USA only)*

Address

Telephone

ADD SPECIFIER



View full Specifier details

Rep Principals can see Projects from all Reps in their Group on this tab

Filter list by Customer or Specifier

Filter list by Customer or Specifier

ADD NEW PROJECT

Expand all | Collapse all

- Customer -

- Specifier -

15 projects found

Project Name	Customer	Specifier	Target Date	Value	%		Status
Eastern Headquarters	Apple	Design House One	12/12/2019	\$135,564	50%	View/Edit	Live
Hotel Number One	Hilton	American Office	02/12/2020	\$4,456	75%	View/Edit	Live
Training Centre	McDonalds	MM Squared	05/31/2020	\$120,200	99%	View/Edit	Live
Southern Headquarters	Apple	Design House One	06/10/2020	\$42,785	50%	View/Edit	Live
Central Lobby				\$51,954	75%	View/Edit	Live
East Dining Hall				\$64	50%	View/Edit	Live
Western Headquarters				\$5	75%	View/Edit	Live
Reception Refit				\$23	99%	View/Edit	Live
Suite Refurb				\$5	50%	View/Edit	Live

CREATE A NEW PROJECT

Project Name*

Customer*

Customer Contact

☐ Specifier TBD

Specifier*

Specifier Contact

Expected Date

Likelihood of becoming order

Project Status

Notes About Status

SAVE NEW PROJECT

CLEAR FORM

NEW

Forecasting data

This data is not visible on customer quotes but is used by the system for sales forecasting

NEW

If the Specifier is not yet known select Specifier TBC - this can be updated once a Specifier confirmed

NAME THE PROJECT

ASSIGN TO CUSTOMER

SELECT CUSTOMER CONTACT - THE PREFERRED CONTACT WILL APPEAR HERE BUT YOU CAN SELECT TO CHANGE IF NEEDED

ASSIGN TO SPECIFIER

SELECT SPECIFIER CONTACT

CREATE A NEW PROJECT

SELECT AN EXPECTED COMPLETION DATE

SELECT LIKELIHOOD OF ORDER

NEW PROJECT WILL SET TO LIVE BY DEFAULT

Project value is combination of all Live preferred quotes. Previous versions and alternative status's ignored from total.

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MY PROJECTS REP PROJECTS

ADD NEW PROJECT

Expand all | Collapse all - Customer - - Specifier - 15 projects found

Project Name	Customer	Specifier	Target Date	Value	%	Status																				
Eastern Headquarters	Apple	Design House One	12/12/2019	\$135,564	50%	Live																				
<table border="1"> <thead> <tr> <th>Quote Name</th> <th>Value</th> <th>Date</th> <th>Status</th> </tr> </thead> <tbody> <tr> <td>SND00055123 - Boardroom - option 2</td> <td>\$94,245</td> <td>2019-03-21 12:22:25</td> <td>Live</td> </tr> <tr> <td>SND00055045 - Boardroom - option 1</td> <td>\$121,412</td> <td>2019-02-21 13:53:47</td> <td>Alternative</td> </tr> <tr> <td>SND00054653-1 - Reception Area</td> <td>\$41,319</td> <td>2019-02-12 16:25:25</td> <td>Live</td> </tr> <tr> <td>SND00054653 - Reception Area</td> <td>\$65,854</td> <td>2019-01-31 14:25:00</td> <td>Live</td> </tr> </tbody> </table>							Quote Name	Value	Date	Status	SND00055123 - Boardroom - option 2	\$94,245	2019-03-21 12:22:25	Live	SND00055045 - Boardroom - option 1	\$121,412	2019-02-21 13:53:47	Alternative	SND00054653-1 - Reception Area	\$41,319	2019-02-12 16:25:25	Live	SND00054653 - Reception Area	\$65,854	2019-01-31 14:25:00	Live
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SND00055045 - Boardroom - option 1	\$121,412	2019-02-21 13:53:47	Alternative																							
SND00054653-1 - Reception Area	\$41,319	2019-02-12 16:25:25	Live																							
SND00054653 - Reception Area	\$65,854	2019-01-31 14:25:00	Live																							
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Southern Headquarters	Apple	Design House One	06/10/2020	\$42,785	50%	Live																				
Central Lobby	Grand Hyatt	Srong Dimension	12/31/2019	\$51,954	75%	Live																				
East Dining Hall	Grand Hyatt	Srong Dimension	12/12/2019	\$105,564	50%	Live																				
Western Headquarters	Apple	Design House One	02/12/2020	\$86,865	75%	Live																				
Reception Refit	Marriott	Hospitality Heros	05/31/2020	\$77,223	99%	Ordered																				
Suite Refurb	Westin	Hospitality Heros	06/10/2020	\$12,785	50%	Live																				
Global Headquarters	Apple	Design House One	12/31/2019	\$251,996	75%	Live																				
Eastern Headquarters	Hilton	American Office	12/12/2019	\$84,456	50%	Live																				
Third Floor	Marriott	Hospitality Heros	02/12/2020	\$21,487	75%	Live																				



Click to reveal quotes within the project



Latest / preferred version of quote



Previous version (ignored from project value)

NEW

To avoid duplicate values in Project total set least-likely options to **Alternative** status

Products added to basket as normal

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Item ID: ALTEA-2.0-EPX-GR1

Altea 2.8
[Grade 1]

Frame Finish: Black
Seat Finish: Camira Gravity Tulip CPC25
Fully upholstered high back arm chair on column base.

2

\$2,080.00

\$4,160.00

Discount

50/10

\$2,288.00

Total

\$8,307.00

RESET SORTING

UPDATE

CONTINUE SHOPPING

CLEAR BASKET

GET QUOTE

Get quote

Select type of quote to create
PROJECT QUOTE or QUICK QUOTE

PROJECT QUOTE

These are assigned to a Customer and a Project. All quotes (including previous versions) are saved within the project. Project quotes include full details of Customer, Specifier and Shipping address.

QUOTE DETAILS

PROJECT QUOTE

QUICK QUOTE

Please assign your quote to a customer and a project. If you have not yet created your shipping fields to allow us to calculate delivery costs.

Quote name*

Customer*

-- Select a customer --

[Add new customer](#)

Project*

-- Select a project --

[Add new project](#)

QUICK QUOTE

The quick quote function can be used when you do not yet know the full customer, project and specifier details. Simply name your quote and complete the shipping fields to allow us to calculate delivery costs.

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QUOTE DETAILS

PROJECT QUOTE

QUICK QUOTE

Please assign your quote to a customer and a project. If you have not yet created your customers or shipping fields to allow us to calculate delivery costs.

Quote name*

Customer*

-- Select a customer --

[Add new customer](#)

Project*

-- Select a project --

[Add new project](#)

SHIP TO ADDRESS

☐ Use same details as customer address?

Contact name

Company name

Country*

USA

State*

-- Select State --

Delivery address

Telephone Number

Rep Name*

Mark Ashmore

Rep Phone Number

07887996083

GENERATE QUOTE

CLEAR FORM

A lot of the information on a Project Quote is carried through from the Customer and Project settings

Name the quote

Assign to Customer

Assign to Project

The customer address can be populated into the shipping fields if required

Fill in full shipping details including State to calculate shipping costs

View final quote

SANDLERSEATING

Final quote retains familiar layout Addition of Customer and Shipping details



QUOTATION

Name of Project: Altea project
Quote No: SND00055940

CUSTOMER ADDRESS
Alex Testing
Alex's Testing Corp.
123 Test Street
Test County
Delaware
DELAWARE (DE), USA
123456789

SHIP TO ADDRESS
Alex Testing
Alex's Testing Corp.
123 Test Street
Test County
Delaware
DELAWARE (DE), USA
123456789

SANDLERSEATING
Sandler Seating Inc.
1201 Peachtree Street NE,
Suite 1625
Atlanta, GA 30361
USA
Tel: 404 982 9000
Fax: 404 321 7882
Date: 07 June 2019

IMAGE	PRODUCT	DESCRIPTION	QTY	LIST PRICE	DISCOUNT	NET PRICE	TOTAL PRICE
	Altea 2.3 [Grade 1] <small>Item ID: ALTEA-2.3-CHR-GR1</small>	Frame Finish: Polished Chrome Seat Finish: Camira X2 Multiply AK014 Arm chair on swivel base with chrome frame. Fully upholstered in Sandler Grade 1 Fabric	10	\$1,900.00	50/10	\$855.00	\$8,550.00
	Altea 2.1 [Grade 1] <small>Item ID: ALTEA-2.1-CHR-GR1</small>	Frame Finish: Polished Chrome Seat Finish: Camira X2 Multiply AK014 Arm chair on sled base with chrome frame. Fully upholstered in Sandler Grade 1 Fabric	10	\$1,600.00	50/10	\$720.00	\$7,200.00
Sub Total							\$15,750.00
Freight Charges							\$974.00
Total							\$16,724.00

ADDITIONAL INFORMATION
Rep Name: Mark Ashmore
Rep Phone Number: 7887996083

Standard lead-time is 8-10 weeks upon receipt of deposit and upholstery (or COM) fabric.
Inclass Collection requires 10-12 weeks.

Specifier: Alex's Test Specifier
Specifier Location: ARIZONA

PRICES VALID FOR:
30 Days from above date
BY: Online Quotation

TERMS

Specifier assigned to Project

CREATE PDF

CREATE DOC

DOWNLOAD HTML

SAVE QUOTE

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QUOTE DETAILS

PROJECT QUOTE QUICK QUOTE

The quick quote function can be used when you do not yet know the full customer, project and spec details are known. Simply name your quote and complete the shipping fields to allow us to calculate

Quote name*

Specifier name

Contact name

Company name

Country*

USA

State*

-- Select State --

Delivery address

Telephone number

Add to quote group

-- Select existing group --

Create new group with

-- Select quote to group with --

Rep name*

Mark Ashmore

Rep phone number

07887 996083

GENERATE QUOTE

CLEAR FORM

Quick quotes only need minimal information to allow for a shipping cost to be calculated.

Name the quote

Optional text field for recording Specifier

Select country and state

Quick quote groups

Quick quotes can be grouped together to help manage multi-quote projects. When creating a quick quote you have the option to assign it to an existing group or create a new one by linking it to another quick quote.

View final quote

SANDLERSEATING

Final quote retains familiar layout

Quick Quotes just include Shipping details

QUOTATION

Name of Project: Altea test
Quote No: SND00055940



SANDLERSEATING

Sandler Seating Inc.
1201 Peachtree Street NE,
Suite 1625
Atlanta, GA 30361
USA
Tel: 404 982 9000
Fax: 404 321 7882

Date: 07 June 2019

SHIP TO ADDRESS

Company HQ
Streetname
Anytown
GEORGIA (GA), USA
45678913

IMAGE	PRODUCT	DESCRIPTION	QTY	LIST PRICE	DISCOUNT	NET PRICE	TOTAL PRICE
	Altea 2.3 [Grade 1] <small>Item ID: ALTEA-2.3-CHR-GR1</small>	Frame Finish: Polished Chrome Seat Finish: Camira X2 Multiply AK014 Arm chair on swivel base with chrome frame. Fully upholstered in Sandler Grade 1 Fabric	10	\$1,900.00	50/10	\$855.00	\$8,550.00
	Altea 2.1 [Grade 1] <small>Item ID: ALTEA-2.1-CHR-GR1</small>	Frame Finish: Polished Chrome Seat Finish: Camira X2 Multiply AK014 Arm chair on sled base with chrome frame. Fully upholstered in Sandler Grade 1 Fabric	10	\$1,600.00	50/10	\$720.00	\$7,200.00
Sub Total							\$15,750.00
Freight Charges							\$835.00
Total							\$16,585.00

ADDITIONAL INFORMATION

Rep Name: Mark Ashmore
Rep Phone Number: 7887996083

Specifier: Test Specifier

PRICES VALID FOR:

30 Days from above date
BY: Online Quotation

Standard lead-time is 8-10 weeks upon receipt of deposit and upholstery (or COM) fabric.
Inclass Collection requires 10-12 weeks.

Specifier names on quick quote

CREATE PDF

CREATE DOC

DOWNLOAD HTML

SAVE QUOTE

SAVED QUOTES LIST

All Quick Quotes and Project Quotes appear on the Saved Quotes list

Project quotes have a Customer and Project / Quick quotes are blank

NEW

Assigned quotes
If a CSR creates a quote on your behalf it will appear here. You will then be able to fully manage it.

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SAVED QUOTES

158 quotes | Hide alternative versions

Order number / name

- Select Year -

SEARCH

Quote	Customer	Project	Value	Date		Status
SND00055940 - Altea test	Customer Name	Project Name	\$16,724.00	S: 2019-06-07 17:32:13	View / Edit / Reassign	Live
SND00055877 - tertert			\$2,490.00	S: 2019-06-06 09:16:20	View / Edit / Reassign	Lost
SND00055875-1 - xonfsf	✓ Customer Name	Project Name	\$7,770.00	S: 2019-06-06 09:08:31	View / Edit / Reassign	Live
- SND00055875 - xonfsf	✓ Customer Name	Project Name	\$7,768.00	S: 2019-06-06 09:04:20	View / Edit / Reassign	Live
SND00055833 - v-stack test			\$45,943.20	S: 2019-06-05 06:28:13	View / Edit / Reassign	Live
SND00055688 - CSR created			\$40,543.00	S: 2019-05-31 11:26:36	View / Edit / Reassign	Live
Grouped quotes name			Total value of quote group: \$22,948.50			
SND00055407 - 215 quote			\$4,917.50	S: 2019-05-22 08:43:15	View / Edit / Reassign	Live
SND00055321 - 21 quote			\$18,031.00	S: 2019-05-20 14:31:58	View / Edit / Reassign	Live

Set Quote Status

Live

Ordered

Lost

Alternative

Status notes:

SET QUOTE STATUS

CANCEL

Individual quotes can have status and notes applied

Reassign

NEW

Grouped quick quotes
To help you manage numerous quick quotes they can be grouped to appear together within your quote list. Quote groups are all named and can contain Live, Alternative and Lost versions of quotes.

The total 'project' value of grouped quick quotes appears above the quotes.

Quick Quotes can be converted to Project quotes by assigning them to a Project

REASSIGN QUOTE: SND00058590

Quote name*

Customer*

Project*

Rep Name*

Rep Phone Number

-- Select a customer --

-- Select a project --

Mark Ashmore

7887996083

Add new customer

Add new project

REASSIGN QUOTE

CLEAR FORM

Assign quote to Customer and Project



Once assigned to a Project, the quote will include all Customer and Specifier details that are included within the project

Project value is combination of all live preferred quotes. Previous versions and alternative status's ignored from total.

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ADD NEW PROJECT

Expand all Collapse all - Customer - - Specifier - 15 projects found

Project Name	Customer	Specifier	Target Date	Value	%	Status
Eastern Headquarters	Apple	Design House One	12/12/2019	\$135,564	50%	View/Edit Live
<div>Quote Name Value Date Status</div> <div>SND00055123 - Boardroom - option 2 \$94,245 2019-03-21 12:22:25 View / Edit / Reassign Live</div> <div>SND00055045 - Boardroom - option 1 \$121,412 2019-02-21 13:53:47 View / Edit / Reassign Alternative</div> <div>SND00054653-1 - Reception Area \$41,319 2019-02-12 16:25:25 View / Edit / Reassign Live</div> <div>SND00054653 - Reception Area \$65,854 2019-01-31 14:25:00 View / Edit / Reassign Live</div>						
Training Centre	McDonalds	MM Squared	05/31/2020	\$120,200	99%	View/Edit Ordered
Southern Headquarters	Apple	Design House One	06/10/2020	\$42,785	50%	View/Edit Live
Central Lobby	Grand Hyatt	Srong Dimension	12/31/2019	\$51,954	75%	View/Edit Live
East Dining Hall	Grand Hyatt	Srong Dimension	12/12/2019	\$105,564	50%	View/Edit Live
Western Headquarters	Apple	Design House One	02/12/2020	\$86,865	75%	View/Edit Live
Reception Refit	Marriott	Hospitality Heros	05/31/2020	\$77,223	99%	View/Edit Ordered
Suite Refurb	Westin	Hospitality Heros	06/10/2020	\$12,785	50%	View/Edit Live
Global Headquarters	Apple	Design House One	12/31/2019	\$251,996		
Eastern Headquarters	Hilton	American Office	12/12/2019	\$84,456		
Third Floor	Marriott	Hospitality Heros	02/12/2020	\$21,487		

Expected Date dd / mm / yyyy

Likelihood of becoming order 25% 50% 75% 99%

Project Status Live Ordered Lost

Notes About Status

SAVE NEW PROJECT CLEAR FORM

Click to reveal quotes within the project +

Preferred version - by default this is the most recent version but you can change this)

Previous version - ignored from project value)

To avoid duplicate values in Project total set least-likely options to 'alternative' status

Assigning Lost to a project will change all quotes within it to the same status. This removes values from your forecasting.

Edit project status and add notes

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ADD NEW PROJECT

Expand all | Collapse all

- Customer -

- Specifier -

15 projects found

Project Name	Customer	Specifier	Target Date	Value	%	Status
Eastern Headquarters	Apple	Design House One	12/12/2019	\$159,216	50%	Live
<div>Quote NameValueDateView / Edit / ReassignStatus</div> <div>SND00055583 - Break Room - option 2\$28,7562019-04-21 10:43:01View / Edit / ReassignLost</div> <div>SND00055536 - Break Room - option 1\$23,6522019-04-14 14:57:12View / Edit / ReassignLive</div> <div>SND00055123 - Boardroom - option 2\$94,2452019-03-21 12:22:25View / Edit / ReassignLive</div> <div>SND00055045 - Boardroom - option 1\$121,4122019-02-21 13:53:47View / Edit / ReassignAlternative</div> <div>SND00054653-1 - Reception Area\$41,3192019-02-12 16:25:25View / Edit / ReassignLive</div> <div>SND00054653 - Reception Area\$65,8542019-01-31 14:25:00View / Edit / ReassignLive</div>						
Training Centre	McDonalds	MM Squared	05/31/2020	\$120,200	99%	Ordered
Southern Headquarters	Apple	Design House One	06/10/2020	\$42,785	50%	Live

EDIT

REASSIGN

STATUS: LIVE

CREATE PDF

CREATE DOC

DOWNLOAD HTML

EMAIL

Click white tick to change to Preferred version

Set Quote Status

LiveOrderedLostAlternative

SET QUOTE STATUS

CANCEL

NEW **View / Edit**
You see a new button bar at the bottom of the quote allowing you to edit (create new version), assign/reassign to project, set status

Set the status of individual quotes. Keeping these up to date helps your forecasting data stay current.

The new forecasting function gives you a visual representation of your current quotes along with data exports.

Filter your figures based on project status and / or date

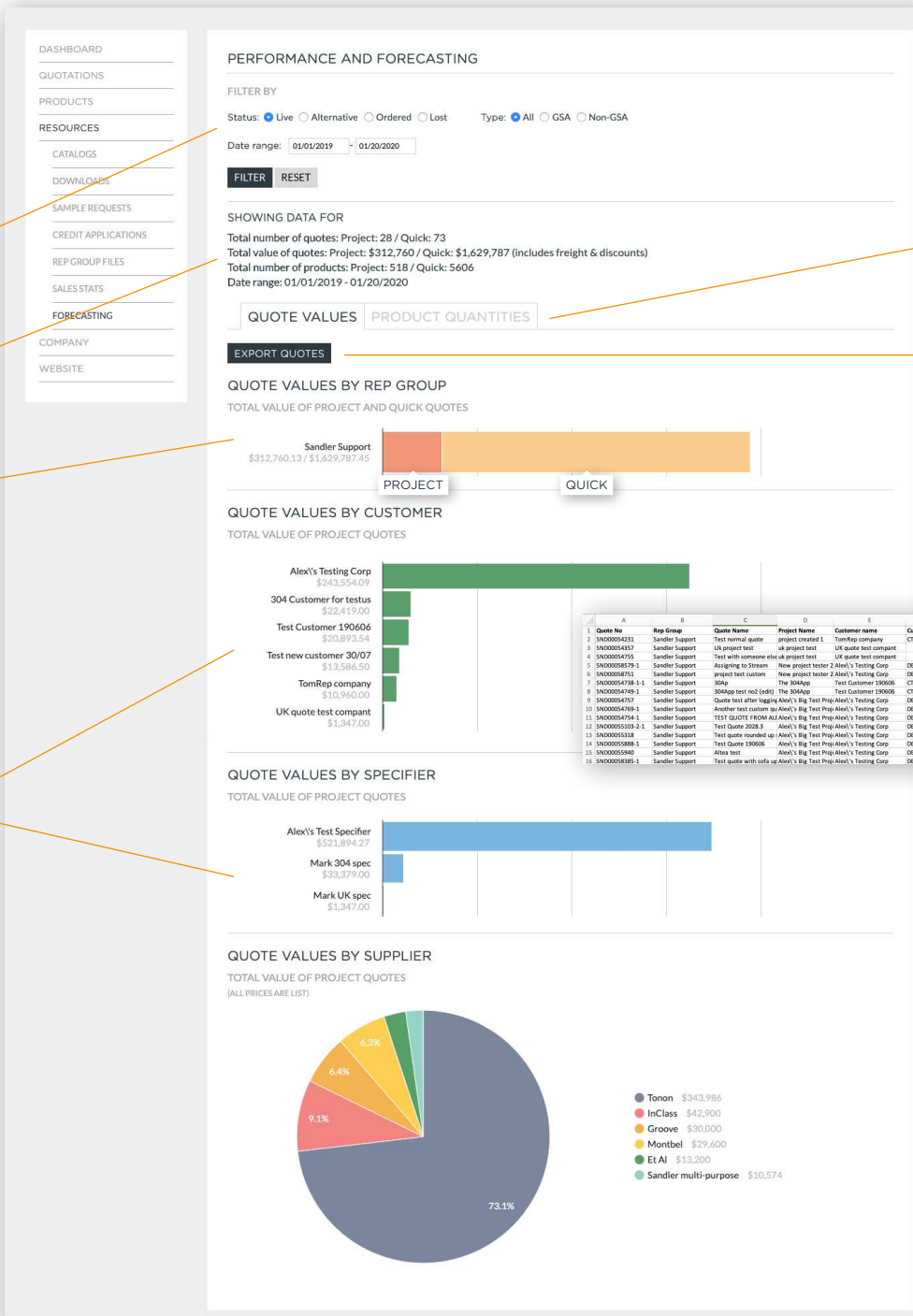
This summary shows figures for your filtered results

This bar shows your split of **Project Quotes** and **Quick Quotes**

IMPORTANT NOTE:

All other forecasting data is based solely on **Project Quotes**. For more effective forecasting please convert Quick quotes to Projects once you have relevant details to do so.

See your quotes by customer and specifier



View forecasting by **quote value** or **product quantities** (see next page)



Export a spreadsheet of your filtered quote data

The new forecasting function gives you a visual representation of your current quotes along with data exports.

Filter your figures based on project status and / or date

This summary shows figures for your filtered results

Your quotes broken down by Collection and Range (top ten)

DASHBOARD

QUOTATIONS

PRODUCTS

RESOURCES

CATALOGS

DOWNLOADS

SAMPLE REQUESTS

CREDIT APPLICATIONS

REP GROUP FILES

SALES STATS

FORECASTING

COMPANY

WEBSITE

PERFORMANCE AND FORECASTING

FILTER BY

Status: ☒ Live ☐ Alternative ☐ Ordered ☐ Lost

Type: ☒ All ☐ GSA ☐ Non-GSA

Date range: -

FILTER

RESET

SHOWING DATA FOR

Total number of quotes: Project: 28 / Quick: 73

Total value of quotes: Project: \$312,760 / Quick: \$1,629,787 (includes freight & discounts)

Total number of products: Project: 518 / Quick: 5606

Date range: 01/01/2019 - 01/20/2020

QUOTE VALUES

PRODUCT QUANTITIES

EXPORT PRODUCTS

QUANTITIES BY SUPPLIER

TOTAL NUMBER OF PRODUCTS ON PROJECT QUOTES

41%

35.8%

7.7%

5.8%

5.8%

3.9%

Sandler multi-purpose 212

Tonon 185

Groove 40

InClass 30

Et Al 30

Montbel 20

QUANTITIES BY RANGE

TOTAL NUMBER OF PRODUCTS ON PROJECT QUOTES

Folding Chair 201

Flat 66

Beret 65

Coco 40

Cuba 30

Altea 20

Danielle 20

Bella 12

V-Stack 11

Varya 10

QUANTITIES BY SPECIFIER

TOTAL NUMBER OF PRODUCTS ON PROJECT QUOTES

Alex's Test Specifier 486

Mark 304 spec 30

Mark UK spec 2

1. Quote No

2. Product name

3. Range

4. Collection

5. Quantity

6. Unit price

7. Discount

8. Quote total

9. Quote date

10. Quote Type

11. Rep Group

12. Sandler Support

13. Sandler Support

14. Sandler Support

15. Sandler Support

16. Sandler Support

17. Sandler Support

18. Sandler Support

19. Sandler Support

20. Sandler Support

View forecasting by quote value (see previous page) or product quantities

Export a spreadsheet of your filtered quote data

SANDLERSEATING