

Infor10 ERP Business Channel Sales (SyteLine)

Empower your channel partners.

Your channel partners can boost your sales to levels you could never reach alone. The more power you can offer your channel partners, the more they can do for you. When you equip your channel with a comprehensive software solution that helps them collaborate with you more smoothly and completely, you'll win business that you might have lost otherwise. You'll also give your customers a better range of choices and quicker service to make them happier sooner.

How it works.

Infor10™ ERP Business Channel Sales (SyteLine) provides comprehensive quoting and ordering to help you sell both configured and standard products through all your channels, including dealers, distributors, and your direct sales force.

CONFIGURE, PRICE, AND QUOTE WITH CONFIDENCE.

You'll be able to leverage the knowledge of your best product experts and most successful sales people every day through every channel and make it easy for customers to do business with your company. Infor10 ERP Business Channel Sales gives you a full range of capabilities to guide your sales people, channel partners, and key customers through product selection, configuration, pricing, quoting, proposal, ordering, and status inquiry, including:

- **Guided product selection.** Go beyond standard catalog search capabilities to help your users identify and select the products that best fit their needs based on answers to appropriate questions.
- **Product visualization.** Help your users visually confirm their product, feature, and option selections during configuration.

Boost sales through your channel with Infor10 ERP Business Channel Sales (SyteLine).

- **Dynamic pricing.** Quickly produce a configuration-specific list price, dealer cost, and quoted selling price.
- **Quote and proposal document generation.** Make it easy for your sales people to develop professional quote documents or complete proposal packages to win the business.

COLLABORATE THROUGHOUT YOUR SALES CHANNELS.

You'll gain faster, more effective communication at every level of your sales channel, from customer to dealer, distributor, and you as the manufacturer with rich, web-based communications. Your customer service representatives will even be able to help dealers or channel partners with open quotes or pending orders to help you win more business.

DEPLOY ANYWHERE, MANAGE CENTRALLY.

Channel Sales' modular, Internet-based deployment architecture lets you get the right tools into the hands of all your sales people, regardless of where they work. Manage one system with the confidence that everyone's information is always up to date.

Expand your brain trust.

You trust Infor10 ERP Business (SyteLine) to help you solve the constant puzzles of a modern manufacturing organization. Now you can extend that trusted solution to help bring order to the complexities of managing an effective channel sales organization. By adding Channel Sales to your ERP solution, you'll gain a powerful degree of integration with the latest technology and advanced configuration features. You'll also gain an unbeatable level of sophistication and control, along with the power, flexibility, and intelligence you need to help you reach the top of your league.

See results now.

With Infor10 ERP Business Channel Sales, you can:

- Leverage the knowledge of your best product experts and most successful sales people every day through every channel.
 - Increase your win rate by producing better quotes faster than your competition.
 - Participate in more opportunities by speeding the quoting and ordering process.
 - Increase average deal size by consistently recognizing up-cross-sell opportunities.
- Protect margins through more consistent, up-to-date pricing.
 - Reduce selling costs by reducing the need for sales engineering support.
 - Accelerate your growth by training sales agents and partners faster.

About Infor.

Infor is a leading provider of business software and services, helping more than 70,000 customers in 164 countries improve operations and drive growth. To learn more about Infor, please visit www.infor.com.

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