

"Before SmartCatalog, our quote and order process was a mess. When the customer wanted a quote, they needed to wait weeks in most cases because of all the products, rules, and approval processes that were in place. We were just too hard to do business with. All that changed after implementing Endeavor's SmartCatalog system. Now our reps and partners can produce 100% valid quotes in minutes on their own and all the information feeds our CRM system. Once the deal closes, the Quote turns into a valid Order in our ERP system."

*Greig DeSautel  
 ESG, a Division of Dover Corporation*

### Guided Selling

We ask the questions and you provide the answers. Publish a Virtual Advisor and make the quote process fast and easy.

### CPQ – Configure, Price, Quote

Whether with a CRM system or in a B2B Portal, empower your sales people with the product knowledge, cross and up sell opportunities they need to sell it fast and right.

### CRM/eCommerce Integration

Out of the box integration with market leading CRM and eCommerce systems, along with a mature API to handle any integration requirements.

**214-736-7178**

**[www.smartcatalog.com](http://www.smartcatalog.com)**

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## COMPLEX SALE SIMPLE ACROSS ALL SALES CHANNELS

SmartCatalog™ delivers proven guided selling and Configure to order solutions extending fast, accurate quoting and ordering to all sales channels – including employees, partners/distributors and customers. SmartCatalog is offered as a hosted CPQ (Configure, Price, Quote) portal solution as well as On Premise when integrated directly with eCommerce and CRM offerings from market leading software vendors. SmartCatalog™ helps companies around the world increase revenues, reduce costs and increase customer loyalty by making the complex sale simple.

## WHY OUR CUSTOMERS CHOOSE SMARTCATALOG

Our Worldwide customer base includes Fortune 500 corporations and mid-market companies across manufacturing, healthcare, technology, telecommunications and service industries. Some of our customers include NEC, GE, Honeywell, 3 divisions of Tyco International, Deltacom, Maquet, Nihon Kohden and Amway. While some names are familiar and others not, all shared a common quote and order entry problem that Endeavor helped solve.



## Key Features

**Out of the Box Integration** – Fast installation with any CRM environment.

**Paperless Quotes** – Send SmartCatalog quotes through to DocuSign for electronic signature capture and order entry workflow routing.

**Guided Selling Wizard** – Profile based question and answer session that guides sales people, customers, partners and prospects to the correct product and/or service catalog and/or configuration.

**CPQ (Configure, Price, Quote)** – Product and/or service catalogs are combined with powerful SmartCatalog™ rules engine allowing sales people, partners and customers to configure, price and quote in a catalog and basket error free.

**B2B Portal & Quoting App** – SmartCatalog is a web based selling wizard published to sales people in their CRM application and to

dealers/distributors/customers via the internet. Both provide simple to complex quote to order functionality.

**Easy to Use Administrative Console** – Built for and used by Product Managers and Business Professionals. Easy to use GUI administrative interfaces to author and publish Guided Selling paths along with product and pricing rules within minute