



Quotations

Today's increased complexity and breadth of product choice has made the process of configuring and correctly pricing a leased vehicle more challenging than ever. The **bynxFLEET Quotation** module (Quote-to-Order, or Q2O) is a fast and efficient way to complete new vehicle quotes, even during the initial contact with the customer.

Users can efficiently monitor and track all quotes – and amendments – issued at any point in time. It allows them to define their commercial terms with accurate vehicle configuration data – ensuring that they deliver the correct vehicle at the correct price every time.

It is completely flexible, able to handle quotes for used vehicles, all potential accessories and multiple quotations for a single client. Users can check the history of all quotes within the module, including the type and cost of vehicle required, the chosen accessories, the client's product profile, residual values and profit on finance.

Using Q2O, any number of products and services can be created and linked to client profiles. Special deals can also be set up for specific clients, so that bespoke prices and requirements will be issued alongside the quote. And when the client accepts, the contract is drawn directly from the generated quote.

It also includes a Communications module that features diarised activities, letters, e-mail, SMS and document storage. The *Quotation* module provides leasing and fleet management companies with a wide range of benefits, including improved customer response times and a significantly enhanced customer experience.

