



MAVERICK

– AKA Chris Altmann –



Sales Operations Overview

2023



Sales Operations Focus

To have systems and processes in place to enable our resources to deliver maximum value



Faster Sales Cycles

Improved Data Insights

Increased Sales Accuracy

Standardization



CRM Automation and Training **2023**

CPQ (Quoting and Proposals) **H1**



Sales Pipeline Configuration **H1**

BI and Reporting **H2**



Forecasting Accuracy **H1**

Account Management (Licensing and CPQ) **H2**



Single CRM **H1**

Sales Scorecards **H1**

IAN

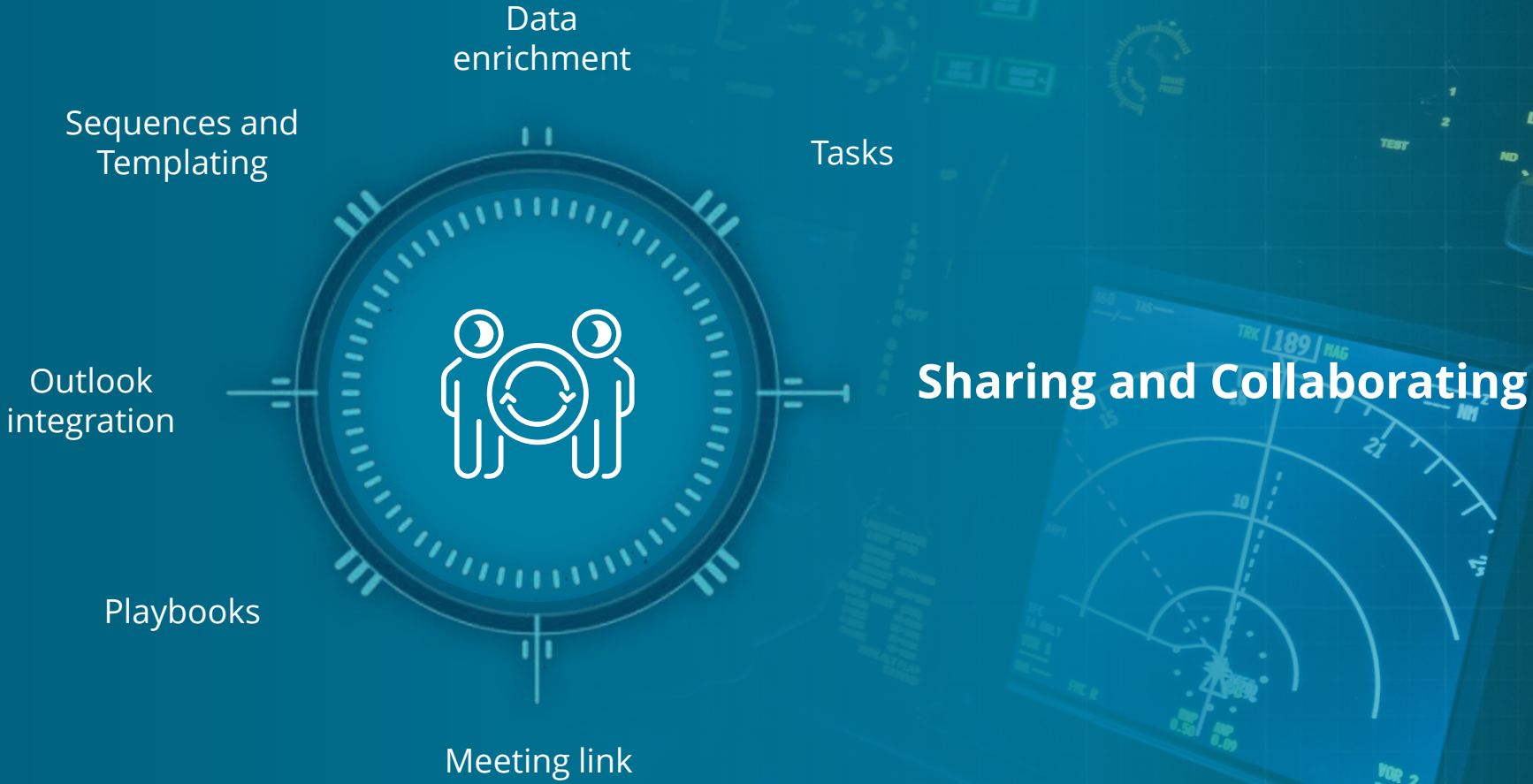
The power of technology



Focus is on:

- Integration to SYSPRO Accounts, Freshdesk ticketing, Online Profiles
- Partner management capabilities
- Deal process
- Internal requests
- Quoting and proposal integration
- Business Intelligence dashboards
- CRM sales enterprise (the tool box of CRM for customer engagement)

Becoming an expert



Quoting and Proposal

- Simpler and easier quote building – reduce 8 hours into 30 minutes
- Automated proposal generation
- Automated sync to HubSpot
- Modern web proposal as well as tracking

Coming expansion:

- USA and Canada New Business teams live
- Account Management set up to commence next month
- Cloud ERP incorporation coming



Proposal for

Test Chris

Proposal Expiration: **May 14, 2023**

Welcome to SYSPRO's DealRoom

On behalf of the team at SYSPRO, I would like to thank you for this opportunity to present Test Chris with our Proposed Solution for your business requirements, and hope that you will see the expected benefits that SYSPRO can offer you.

Core to our values is our purpose to make things possible, and in so doing we want to deliver the most comprehensive end-to-end investment that will allow you to take your business to the next level.

Below you will find a brief description of the challenges that we discovered with you and how our solution is going to resolve them to allow you to focus on what really matters...building your business. Our pricing and implementation plan are found on the subsequent pages.

We look forward to working with you.

ERP Business Software for Manufacturing and Distribution in the USA

Growth is a big part of your business game plan, but have you thought about how you should be managing and streamlining all critical business areas? With SYSPRO Enterprise Resource Planning (ERP) you gain full view of all business activities, including financial, warehouse and inventory management, across your supply chain and business operations.



Software Pricing

Name	List Price
SYSPRO Core Products [12 Concurrent Users]	\$43,106.28
Total Software Price:	\$43,106.28
Total Net Software Price:	\$43,106.28

Sales Operations

What do you want to see?

What do you need to make your job better?



What processes should be automated to give you the time to spend on the important things?

**Optimizing into the future requires
you!**



TAKE IT TO THE

NEXT LEVEL



 **SYSPRO™**