SALES QUOTING FOR CON/AGG

Xalt puts the right data into your hands at the right time to increase margins, boost efficiency, and maximise productivity. Xalt’s unique capabilities give your organisation a competitive advantage at the earliest stage of a project.

Easy Customisation

At Hexagon, we know that one app size does not fit all. That’s why we develop custom sales apps tailored for your organisation according to industry best practices. With Xalt, you get customised mobile apps in weeks without long, expensive coding projects, giving your team a competitive edge. For maximum benefit, Xalt native apps for iOS, Android, and browser can easily connect to any system.

Example Benefits: Concrete/Aggregate Sales

The Xalt platform offers smart workflows with easy access to legacy and newly created data sources. With Xalt, you can:

- Quote directly from your phone or tablet in minutes rather than days, eliminating the need for laptops with a VPN connection
- Get unique, integrated capabilities, including full integration with your systems or data
- Eliminate manual re-entry of orders due to paper processes and varied communication mechanisms
- Focus on competitiveness and optimise margins
- Easily calculate load advantages
- Heat map your sales activity and deals
Calculate Cost of Delivery

Your salesperson can calculate the optimal route from quarry to jobsite, estimating the cost of delivery into the final quote amount. The salesperson can compare the location of competitors’ quarries and judge whether they historically win or lose in that location, managing the proper amount of margin based on reduced or increased transport cost vs. a competitor. The salesperson can also start to concentrate field sales opportunities to the areas where load advantage is most optimised.

Estimate a Job

A salesperson is provided a template for estimating any job. The backend system provides customer, material description, and cost information. Xalt lets you set clear margins of profit vs. cost, as well as a normalised methodology for creating the quote. Anything out of the margin criteria set by the management staff must be submitted for approval. Unique notes and other pertinent information is easily recorded and stored in a secure database.

Create Custom Quotes

Here, the image shows the final quote that can be stored in the administrative system and submitted to the customer for signature onsite or via email. The quote includes all specific information according to the job. When the quote is “won,” it is converted to an order in the administrative system and scheduled for invoice and delivery.

Ready to learn more? Visit hexagonxalt.com

About Hexagon

Hexagon is a global leader in digital solutions that create Autonomous Connected Ecosystems (ACE), a state where data is connected seamlessly through the convergence of the physical world with the digital, and intelligence is built-in to all processes.

Hexagon’s industry-specific solutions leverage domain expertise in sensor technologies, software, and data orchestration to create Smart Digital Realities™ that improve productivity and quality across manufacturing, infrastructure, safety and mobility applications.

Learn more about Hexagon (Nasdaq Stockholm: HEXA B) at hexagon.com and follow us @HexagonAB.

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