

ConnectWise Sell

The Premier Quoting Solution
for Trust X Alliance Members



In the quote and proposal automation space, there are several options to choose from. And each solution is a little bit different, which begs the question: ***How can I be sure I'm choosing a scalable solution that will empower my sales team to win more deals?***

ConnectWise Sell mixes efficiency with the ability to make an all-star quote or proposal. You can input your products and services, generate a quote quickly, deliver an amazing product to your clients, and automate the backend data entry into your CRM without missing a beat.

Over 60%

of the Trust X Alliance
run their businesses with
ConnectWise products.



ConnectWise Sell makes selling easy. Discover the top 7 reasons closers choose Sell.

1

We know switching to a new solution can be difficult. So, to make your life—and your sales team’s lives—easier, we’ve made ConnectWise Sell as intuitive and user friendly as possible. We designed our platform to work in tandem with your sales reps.

Everything lives in a logical, easy-to-find place, and we even remind you when it's time to follow up on outstanding opportunities. We're mobile, too. Reps can access their quote or proposal from anywhere, at any time. With our guided-selling functionality, reps are walked through the quoting process to ensure all appropriate portions of the quote are included.



If you want a **fast, easy, and fun** quote and proposal automation solution, **ConnectWise Sell is the obvious choice.**

2 Patented Technology

We're at the forefront of quote and proposal innovation by choice. Our nonstop innovation cycle ensures we're always putting the most advanced features in your capable hands. For example, Order Porter™ is our patented technology that enables sales reps to send their quotes out electronically. Order Porter has a host of unique features to help your sales team deliver a fantastic customer purchasing experience, in record time, and with the kind of interactive sales feedback on which your team can act to overcome objections, answer questions, and move the customer toward the best result ... a closed sale!

Here's how it works:

1

Sales Rep Sends
Quote via
Personalized
URL

2

Client Clicks
and Goes to an
Interactive
Webpage that
Contains Their
Quote

3

Client Selects
Desired
Options or
Add-Ons
(if applicable)

4

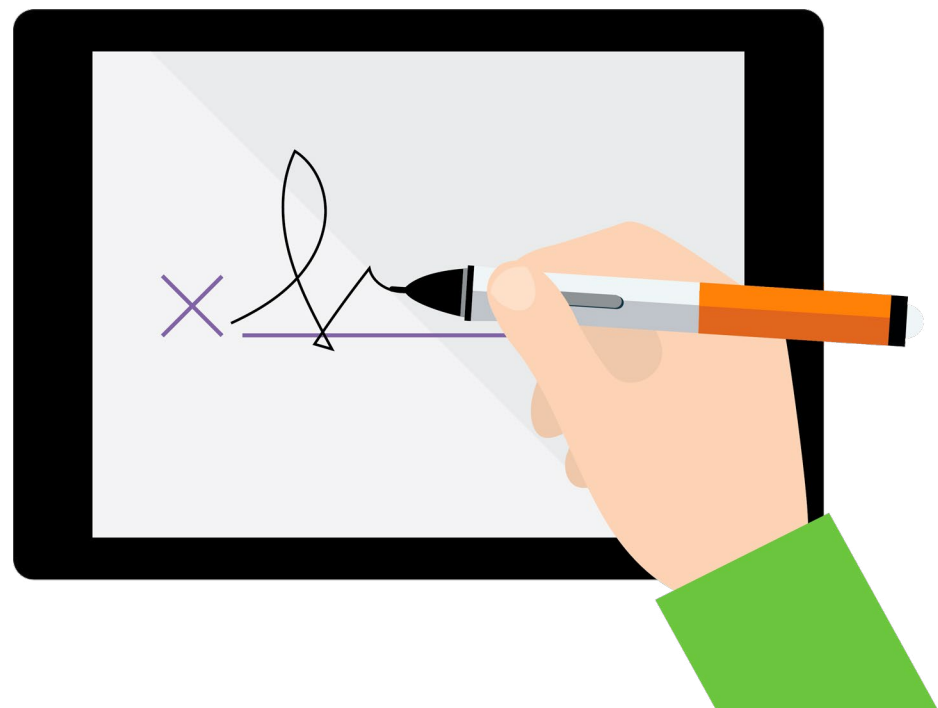
Client E-Signs
and Can Insert
Credit Card
Information

5

Sales Rep is
Notified and
Quote-to-Order
Workflow
Activates in
the CRM

E-Signature is Included

When you purchase a quoting solution, oftentimes an e-signature tool has to be added on. And let's face it, printing and faxing back is a waste of time. That's why we've built the ability to e-sign right into our product, so your clients can sign and send back proposals in mere minutes.

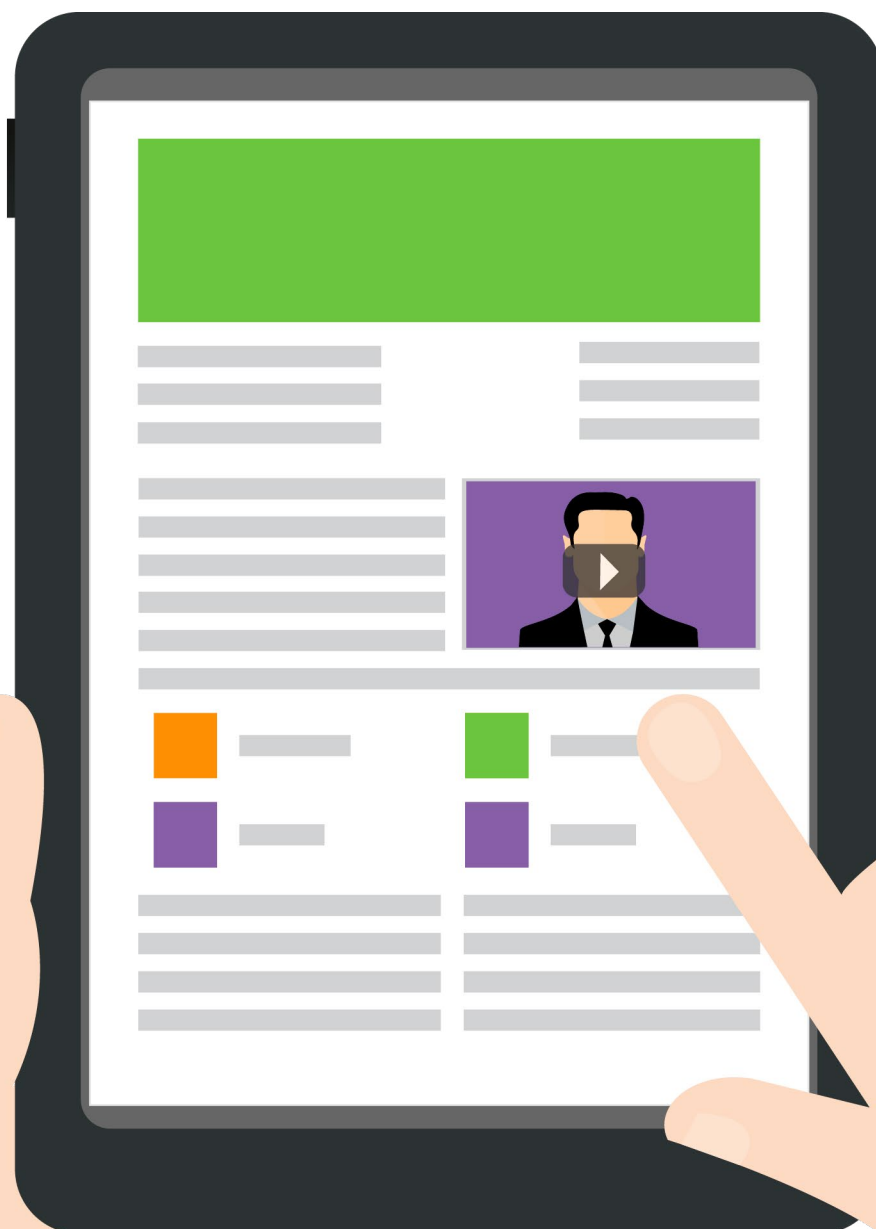


3 Making Selling Personal Again

With the amount of technology at our fingertips today, much of the personal side of selling has fallen by the wayside. Reps and clients are communicating behind a screen or on the phone, and sometimes never have the opportunity to meet in person.

And while it's all in the name of efficiency, there's something to be said for making business personal again. People crave it. In fact, businesses that build marketing strategies around personalization have a much better chance of succeeding.

Having personal interactions with clients gives you a competitive advantage in our digital age. **People buy from people**, and putting your people front and center will help you capture more business.



ConnectWise Sell allows you to bring some of yourself back into the game. With the ability to include a photo of the rep who created the quote, and even personal video explaining the quote or a product, you can get in front of your clients virtually. This is our way of bringing a personal approach back to sales.

4 Out-of-the-Box Benefits

ConnectWise Sell's basic functionality is ready to use right out of the box. Most comparable solutions in our space can take a year or longer to implement!

ConnectWise Sell's electronic ordering capabilities are designed to reduce manual errors and allow you to create and fulfill purchase orders with just a few clicks. Orders can then be pushed directly from ConnectWise Sell into Ingram Micro systems and monitored for shipping information, so you'll stay on top of deadlines.

Additionally, Ingram Micro pricing and availability shows in real time within ConnectWise Sell. Integration with product catalogs ensures quick population and accurate pricing. Apply your "discount off list" price, your "discount off cost" price, and add different discounts for different products with ease.



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5 Polished Quotes & Proposals

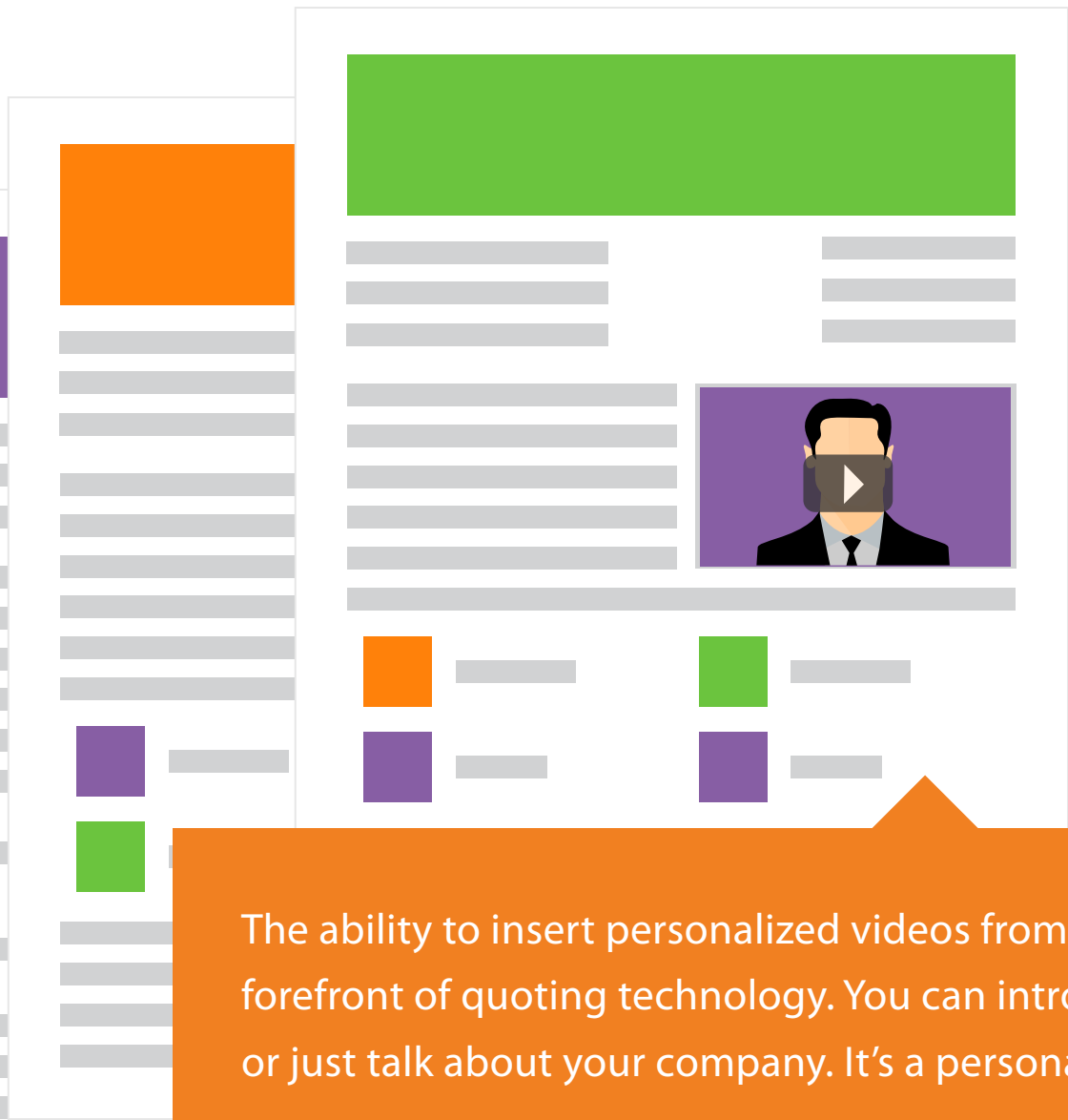
Quote in the Cloud!

ConnectWise Sell's cloud-based solution frees your quote and proposal process from on-premise limitations. Attach supporting documents, collect credit card information, receive customer approvals via e-signatures, even update your CRM automatically!

Successful Trust X Alliance members realize that quotes say a lot about a company. Putting out polished quotes and proposals ensures recipients receive a positive impression of your company—and the services you offer.

ConnectWise Sell allows you to put your best quote forward. From the beginning, you select from a library of branded templates designed to wow your clients. Our guided selling process keeps your team error-free and consistent, protecting your hard-earned reputation.

By inserting product photos and descriptions, your clients will always know exactly what they're purchasing. No more guessing games.



The ability to insert personalized videos from the sales rep puts you on the forefront of quoting technology. You can introduce yourself, explain the quote, or just talk about your company. It's a personal touch that goes a long way.

6 Always at Your Service

We want you to have an awesome experience with ConnectWise Sell. That's why we actively invest in the Trust X Alliance team. From sales to support, you can always expect energetic, expert help at every turn.

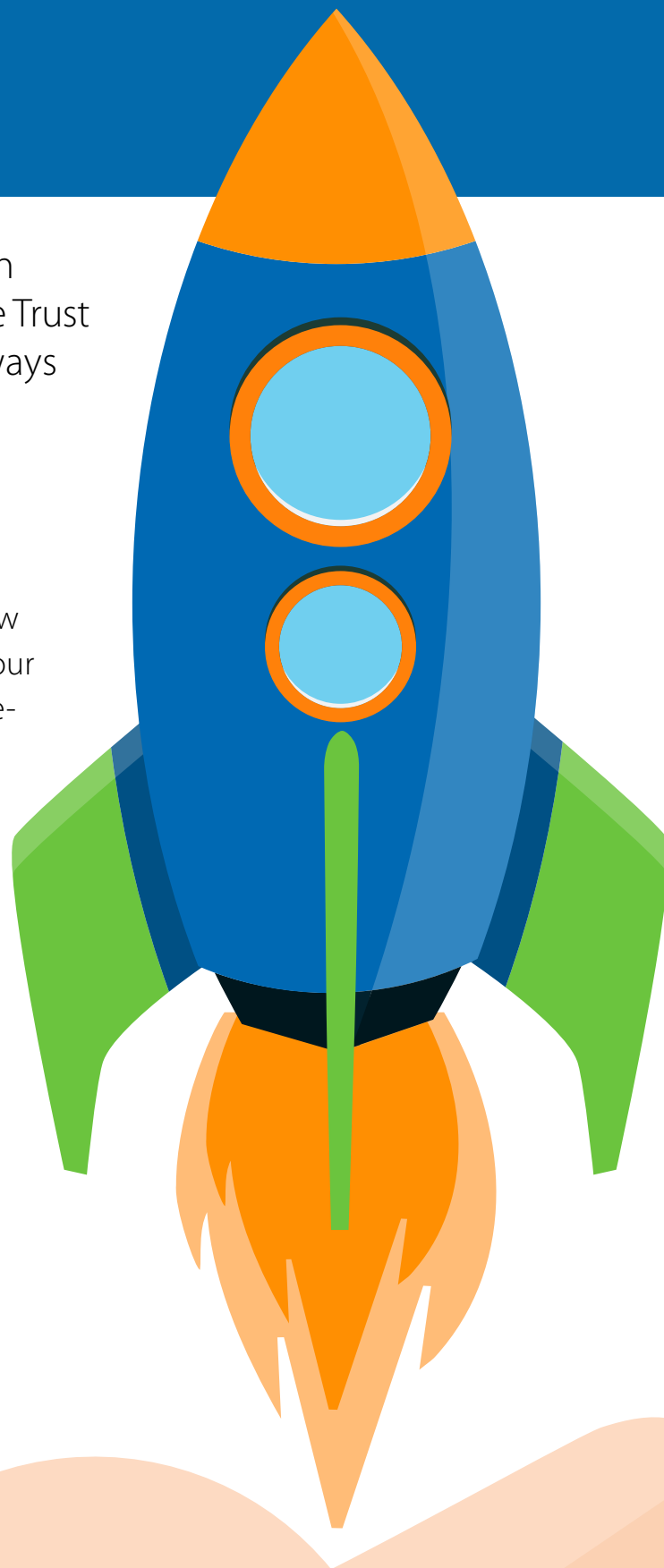
Consultative Sales Team

Ingram Micro and ConnectWise really wants to help you find business success, and their approach proves it. From just a few questions, our team will know how to best help you tackle your top sales challenges. Then, we'll show you a personalized one-on-one demo of how you can best use ConnectWise Sell at your company.

Stellar Support

Once you purchase ConnectWise Sell, we stay with you every step of the way. We're always here to help with any issues that might arise. With a 97% satisfaction rating, you can bet that our support team not only cares about your problems, but will do anything they can to fix them.

Confidently chase bigger and better deals. We'll be there when you need us.



7 On the Front Lines of Innovation

ConnectWise Sell is forever evolving. With industry thought leaders at the helm—and the brightest development team working hard—ConnectWise Sell is always looking to the future.

Starting out as a client-based application, ConnectWise Sell has innovated and become a web-based quoting machine. This makes quoting on the go easier than ever before, and that's just the beginning.



Here are a few more ways
ConnectWise Sell makes selling easier:

1

Order Porter
Electronic
Quote
Delivery

2

Personalized
Video
Options

3

E-Signature
Built In

4

Business
Intelligence
Integration

5

Guided
Selling
Features that
Save Time

As you grow and change in the technology world, so will ConnectWise Sell. We're evolving with you. Want to see for yourself? **Contact your Ingram Micro account manager for more details.**

ConnectWise Sell is all about you. We've put 9+ years of research, development, and partner feedback into making sure it continues to meet the evolving needs of companies that need to quote, propose, and close quickly. Trust X Alliance members choose us because we truly care about their success. We're in it for the long haul.

Where some companies might leave you high and dry after a sale, we work harder than ever to help you grow efficiencies. We know that ConnectWise Sell can help you create game-changing sales processes. Choosing us is the best decision you can make for sales growth.

So, why should you choose ConnectWise Sell over everyone else?

- ✓ We're Easy To Use
- ✓ We're Designed FOR Sales Reps
- ✓ We Have Patented Technology
- ✓ Out-of-the-Box Implementation
- ✓ We Help you Create Better-Looking Quotes
- ✓ Unparalleled Sales and Customer Support
- ✓ We're Always Innovating for Tomorrow
- ✓ ConnectWise Sell is for Closers



These are just some of the things that make ConnectWise Sell such a great choice for your quote and proposal needs. Our mission is to help you sell more, faster.



About ConnectWise

ConnectWise transforms how technology solution providers successfully build, manage, and grow their businesses. Offering a comprehensive set of award-winning solutions that deliver a seamless, simple user experience, ConnectWise gives its partners the ability to increase productivity, efficiency, and profitability.

Just as importantly, ConnectWise's relentless commitment to innovation and unparalleled passion for partner success assure its partners have comprehensive business support through every step of their journey. Today, more than 120,000 users in over 50 countries take advantage of the competitive edge that comes from ConnectWise solutions and its powerful network of ideas and experts. For more information, visit ConnectWise.com or call 800-671-6898.

