TEQuote

" The only equipment quoting program you will ever need. "

Helping you create accurate, professional truck equipment quotes.

TEQuote™ offers a complete quoting solution for salespeople in the truck equipment industry. TEQuote gives you control over the entire quoting process to help streamline your business processes. No matter what competitive situation you find yourself in, TEQuote gives you the flexibility you need. In addition, TEQuote allows for products from multiple manufacturers to be easily quoted through a user-friendly step-by-step process. TEQuote is ideal for the traveling salesperson as well as the inside sales coordinator.

TEQuote fulfills the demanding quoting needs of today's salespeople:

- Chassis, body, and equipment configuration tool
- Quotes products from multiple manufacturers and vendors
- Quick and easy updates of part and pricing information
- Bundles labor cost and/or freight cost into the pricing of products
- Allows for the flexible pricing of products
- Custom job quoting capability
- Produces quotes quickly with a fast step-by-step process
- Can export quote data to back-office accounting systems
- Interface with contact management applications such as ACT! and Microsoft Outlook
- Creates attractive, uniform quotes

Features	Benefits
TEQuote uses body and equipment model templates to guide you through the quoting process.	Building model templates helps organize quoting steps for the sales staff. By using Model templates, the sales person is prompted to make selections in the proper sequence. By using the configuration feature, subsequent choices may be allowed or disallowed based on previous choices.
TEQuote can quote a variety of bodies and equipment made by different manufacturers on a single quote.	With TEQuote you can quote truck bodies, snowplows, tarps, aerial devices, other equipment, and parts made by different manufacturers all on a single quote! This gives you the ability to quote a complete job quickly and easily.
You can quickly and easily update your part and pricing information to reflect steel surcharges or vendor product changes.	Since TEQuote now uses a Microsoft SQL database, updating and changing data is a snap. Prices can be changed by part, product type, vendor, or category to make for easy cost management.
Quotes equipment with your costs of labor and freight included in the pricing.	You can build labor pricing into your parts so that equipment can be quoted at the installed price. This ensures that your products are quoted with the right amount of installation, paint, or fabrication labor necessary to do the job.
Pricing can be customized with TEQuote's flexible margin percentage settings. Pricing can be set per line item on the quote.	TEQuote's pricing structure gives you flexible control over your equipment and installation pricing. Each line item can be priced uniquely. Viewing the total cost and labor hours included on each quote gives you the information you need to price quotes effectively.
The Part Attributes feature identifies the relationships between vehicles, bodies and large equipment, and optional configurations or items.	This powerful tool can get your sales staff quoting quickly and accurately. Gone is the need for complicated spreadsheets or pages of information about optional items and their configuration requirements. Use the Attribute feature to limit the items that can be added to a quote to only the items that fit.
The Quote Wizard leads you through a step-by-step quoting process.	The Quote Wizard ensures that critical information is included on quotes. You can easily follow the steps to a complete and

Features (cont.)	Benefits (cont.)
Quote information can be exported to back-office accounting and ERP systems.	Quote data can be exported to accounting or ERP systems for job order processing, creating a bill of materials or invoices. An interface to Quickbooks version 2003 or later is included with TEQuote. This saves you time by instantly exporting your quote information to your business software.
TEQuote can interface with contact management software (CMS), such as Microsoft Outlook, ACT and Goldmine.	TEQuote can create quotes for contacts in various contact management systems. The quote data produced in TEQuote can also be exported to these systems for use in forecasting.
Quotes are formatted using Microsoft Word. Word is the only other program required for TEQuote.	Using Microsoft Word gives you control over how your quotes appear. There is no other application required for TEQuote other than Word and that saves you money!
TEQuote can accommodate different labor rates for various branch locations within an organization.	Multi-branch companies can set up individual branch labor rates within the TEQuote system. This means that branches can share part, model, and quote data and still price items with their unique branch labor rates.
TEQuote has customized reporting capability for sales and quote management.	Sales managers can customize reports that show quote detail, status, and cost and profit information. These reports give a clear picture of what products are being quoted, whom the quotes are being prepared for, and the profitability of the quotes.
TEQuote can produce bid and product specification documents in addition to quotes.	TEQuote gives you the ability to print out bid and product specifications, and other graphical documents as well as quotes. This saves time in producing price bids and gives customers a clear image of the products they are buying.
TEQuote works in networked environments.	TEQuote can be installed in a variety of network environments. Ask us how TEQuote can work within your company's network.
TEQuote has a built-in "Help" feature to answer questions and provide information.	The "Help" feature is a great way to get answers to your questions about TEQuote. The "Help" feature saves time by giving you instant access to the information you need.

System Requirements:

Minimum Requirements:
- 600Mhz Pentium III style processor with 512MB of RAM

Recommended System:
- 1 GHz Pentium style processor or greater with 512MB of RAM or greater

TEQuote also requires Microsoft's SQL Server database. If you do not have SQL Server on your network, a scaled down version called Microsoft SQL Data Engine (MSDE) or SQL Express will be installed as part of the TEQuote installation process.

Microsoft Office 2000 and 2003 users must set "Macro Security" to "Low" to improve TEQuote performance.

QuickBooks support for Version 2003, 2004 or 2005, Standard, Pro or Premier, U.S. editions only

Software Requirements:
- Windows 2000 Pro (Service Pack 3), or Windows XP Pro (Service Pack 1)
- Microsoft Word 2000 or Word 2003

Recommended Software:
- Microsoft Access 2000 or Access 2003

Vendor Services

Spokane Computer has partnered with several truck equipment manufacturers to provide quote data to their distributors. Find out how many of your product lines are available through TEQuote Vendor Services.

To learn more about how TEQuote and TEQuote Vendor Services can improve your bottom line, call us at 1-800-824-9631, or visit www.TEQuote.com to request a free trial version of TEQuote available on CD ROM.