

Dear All,

Customer quotation system for our WD partners has been made live yesterday. This system is available to them through the dealer portal.

We have communicated this to the list of Email IDs of WDs which we have with us and shall be shortly uploading this circular in DRDS. Request you to kindly forward it to the WDs for your respective branches and encourage them to use the system.

Looking forward for your cooperation.

Best Regards

Venketesh Iyer
Channel Development Cell- Institution.

Dear Partner,

As you know, we have been taking your valued feedback on various issues and tried to address them as best as possible. One such feedback many of you had given was for an 'Easy to use' Customer Quotation System.

We are pleased to launch the online Customer Quotation System for your Usage. The salient features of this system are as under

- ✓ It shall help in improving the response time to the customer
- ✓ It will give a professional touch to the quotations generated made.
It will help us in faster and easier selection of the product
- ✓ The quotations will also carry the image of the products quoted thus making it more customer centric.
- ✓ It eradicates the possibility of manual errors e.g. wrong price , model reference etc. which shall be system generated.
- ✓ The system will ensure uniformity of quotation across the country by dealers.

Over and above these 5 key benefits, following are some of the added benefits

- ✓ You have ready database of all quotes made over a period of time
- ✓ Quotes to the same customer can be quickly revised/ modified.
- ✓ You have a list of ready terms and conditions which you may/ may not use.

Please note that this system is only for standard products and cannot be used for APOs. The format of this system cannot be changed.

Please note that this system is currently only for standard products. R series, project orders etc. cannot be quoted. Currently, the format of the quotations cannot be altered for tenders.

Hope this will help us in improving our effort to ease quoting to customers. This system is available to you through the dealer portal. Link for your ref is as under

<http://www.esalesnew.godrej.com/ESales/Login.jsp>

Also find attached, a ready reckoner to use the customer Quotation system and a reference quotation for your reference.

You may feel free to contact the undersigned for any further assistance and clarifications.

Regards

Venketesh Iyer
Channel Development Cell (Institution)