

# Alight Achieves Faster Quoting with Zimit

*Reduced quote time from 1-2 days to 30 minutes*



## Company Profile

|              |   |
|--------------|---|
| Headquarters | Lincolnshire, IL                                      |
| Description  | Information Technology and Services                   |
| Employees    | 10,000+   |
| Website      | <a href="https://alight.com/">https://alight.com/</a> |

*Zimit is very easy to use.*

*It provides us with an end-to-end quote-to-sale platform by integrating with our CRM. Our management team can drill into the details of each quote during approvals. It provides them with the visibility they always wanted.*

**Chris Russell**

Operations Senior Director, Cloud Deployment

## Alight's Workday deployment team manages the quoting process globally

Alight's cloud deployment services team was creating quotes and proposals using a manual process of spreadsheets and Word docs. This was time-consuming and introduced errors due to different spreadsheet versions. The quoting models were also labor-intensive and therefore could only be updated once per quarter.

By turning to Zimit, Alight now has a standardized global quoting solution that significantly increases speed, improves accuracy, and provides real-time visibility to resource demand.

## Challenges

- ✓ Quoting with spreadsheets was labor intensive and error prone.
- ✓ Quote approvals were managed by spreadsheets, Word docs and email, providing limited visibility into resources.
- ✓ Visibility to resource and skill demand was inaccurate and spreadsheet based.

## Results

- ✓ Quoting time is reduced from 1-2 days to 30 minutes for a standard quote while increasing accuracy.
- ✓ Making changes to a quote and quickly reverting to previous versions is now fast and simple.
- ✓ The approval process is streamlined and the management team has complete visibility into costs, scope, margin, and resource requirements.

## About Zimit

Zimit is the industry leader in **Services CPQ**. Zimit is designed for quoting enterprise technology and services, including subscriptions, professional services, managed services, bundled solutions, and XaaS. Zimit simplifies quoting, delivering speed, flexibility, and a seamless opportunity-to-cash workflow.

For more information, visit <https://zimit.io>.