

Technology Company Transforms Services Quoting with Zimit

5x improvement in quoting speed

Company Profile

Headquarters	United States
Description	Technology and Services
Employees	10,000+
Locations	Global

Zimit is focused on making services quoting faster, easier and more accurate. It replaces a process that relies on spreadsheets, which is slow and error-prone. Zimit is also easy to use. It makes a big difference in regions where we have small teams managing quotes.

Sales Operations Manager

Eliminated spreadsheets for faster, more accurate services quoting

A technology and services company relied on its regional teams around the world to create services quotes using spreadsheets. This approach lacked consistency and efficiency, creating a time-consuming process requiring multiples team reviews for accuracy.

With Zimit, the company achieved a 5x improvement in speed with SOW automation in multiple languages and currencies. Additionally, approvals have been simplified due to the reduced potential of errors.

Challenges

- ✓ Services quotes lacked consistency because they were managed regionally by spreadsheets.
- ✓ SOWs were created by manually updating Word docs, taking too much time to complete.
- ✓ Checking services quote accuracy was a tedious process involving several revisions.

Results

- ✓ Quoting speed increased 5x while also increasing accuracy.
- ✓ Auto-generated SOWs are created in multiple languages and currencies, then added to the product quote.
- ✓ Approval process simplified due to the accuracy and consistency of quotes.

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>.