

Alight Achieves Faster Quoting with Zimit

Reduced quote time from 1-2 days to 30 minutes

alight®

Company Profile

Headquarters	Lincolnshire, IL
Description	Information Technology and Services
Employees	10,000+
Website	https://alight.com/

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>.