

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>.