

AspireHR Transforms Services Quoting with Zimit

Achieves faster, more accurate quoting



Company Profile

Headquarters	Dallas, TX
Description	Human Experience Management (HXM)
Employees	50+
Website	https://aspirehr.com/

Quoting is the hardest process. It sets the tone for everything we do and can make or break a project. Zimit allowed us to transform the process, providing us with speed, accuracy and visibility. It was the most customizable and flexible solution to meet our needs.

Dawn Savetz

Senior Director, Program and Change Management

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>.

AspireHR eliminates spreadsheets for faster, more accurate services quoting

AspireHR, one of the largest SAP HXM (Human Experience Management) consulting companies in North America, was using disparate spreadsheets, Word docs, and email-based approvals for services quoting. This manual process was time consuming, and also increased the potential for errors. The company wanted to digitally transform its processes, selecting Zimit as its technology partner.

Zimit automated services quoting, SOW creation, and approvals, ensuring speed, version control, consistency and accuracy. This also enabled AspireHR to efficiently create and manage multiple versions of a quote. In addition, Zimit integrated with Salesforce, providing real-time updates and visibility.

Challenges

- ✓ Generating services quotes using spreadsheets was time-consuming and error-prone.
- ✓ Approving quotes internally was a slow, manual process that led to delays in the sales cycle.
- ✓ SOWs were created by manually updating Word docs, increasing the risk of errors.

Results

- ✓ Transformed quoting with automated pricing, resource estimation, and SOW creation.
- ✓ Automated approval workflow.
- ✓ Increased speed, accuracy and consistency.