



FiberSmartz Pricing Portal



Dynamic Pricing Engine with Hierarchical Workflow Management

Make quote generation speedy and simple

The FiberSmartz Pricing Portal is an intelligent web based application that makes the entire quote generation process much easier, quicker and efficient. Different users are able to query and compare pricing information simultaneously in an effective workflow.

Extensive product catalogue and super-fast approvals

An extensive product catalogue is maintained and special pricing approvals can now be accessed in a matter of seconds at the click of a button. The information on quotes is readily available due to all quotes being stored in a central location. The Pricing Portal has the capability to handle millions of records for Local Loop products and configured product combinations.

- Fast, automated quote generation
- Different users query and compare pricing information simultaneously
- Extensive product catalogue
- Single-click special pricing approvals
- Web based: quotes stored in central location

Benefits of the FiberSmartz Pricing Portal

- **Empowering the Sales Team:** To fetch prices, including discounts at the click of a button as compared to referring multiple Excel sheets and following up over email for discounts and special price approvals.
- **Faster quotation process:** Creation of a web based application to make the quote generation process quicker, easier, efficient and more streamlined.
- **Simultaneous price queries and work flows:** Provides a facility for multiple users to simultaneously query and compare pricing information in an effective workflow.
- **Central repository for quotations:** Maintaining a central repository for the generated quotes for reference, forecasting and reporting.
- **Expedited special pricing approvals:** Makes the process of special pricing approval a quick and efficient one.
- **Integrated system:** Integration with internal and external applications built around the system architecture.
- **Access to Local Loop prices:** Quick access to Local Loop price records.

Comprehensive, flexible and simple to use

Key Features

- **Online Price Book:** Instantaneous and accurate access to the prices of the configured products with a few clicks. Complete pricing grid is not exposed.
- **Quote Generation:** Creating detailed quotes with versioning control including on-net and off-net components in different currencies and in different formats like PDF, Word and Excel.
- **Pricing Approval Workflows:** Workflow includes special pricing (ICB) approvals from different Regional Sales Heads and the Pricing Team for standard and non-standard products before presenting to the end customer.
- **Auto Quote Assignment:** Configurable automatic assignment of quotes to different pricing team members based on the product and region.
- **Informative Reports & Trend Analysis:** Capable of providing quick access to different reports and deciphering trending business decisions. Users can also view historical prices.
- **Flexibility to add new products, prices and promotions:** Dynamic ability to configure new products, their prices and promotional offers related to them.
- **Real time visibility on profit margin calculations:** Real time visibility to Pricing team on profit margin percentage as they enter the approved prices.
- **Product Catalogue:** Full disclosure on the entire set of the configured products in the application to the sales team.
- **Hierarchy management:** Achieving business hierarchy by maintaining the role based permissions for different features in the application.
- **Local Loop Pricing:** Access millions of records for different pricing mode for Local Loop services provided by client in various countries.
- **Integrated with Salesforce:** Enables Sales Reps to attach existing accounts and opportunities with the Pricebook quote.
- **Discounts:** Configurable markdown product prices shown as strike-through values.





Development Center in Chandigarh, India

About Netsmartz

Netsmartz is a leading software development and business services company with over 430 employees. We have a proven 13 year track record of developing complex solutions for Fiber and Telecom companies. We partner with our clients to develop solutions that increase efficiency, manage risk, and accelerate growth. By applying our deep industry knowledge and technical experience, we help Fiber and Telecom customers build leadership positions in their markets.



Headquarters in Rochester, NY

Netsmartz Highlights

- Over 400 trained certified engineers
- Process driven methodology for software development
- Extremely fast turnarounds
- Top quality professional certifications
- Long years of experience in developing Telecom solutions

Need more information or would like to see a demonstration of FiberSmartz?

Ask for a Demo

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