

Do your sales documents and contracts look like ransom notes?

Your first words are worth the next million.

Sales documents and contracts are a critical component to every sale. Many companies fail to realize that every document they place in front of a customer or partner represents their ability to communicate and directly reflects how they do business.

Unfortunately, sales organizations continually struggle with unprofessional sales documents caused by unmanaged work efforts, riding roughshod and re-inventing the wheel for every sales opportunity. This results in costly, low-quality, high-revision, long-turn-around time efforts that create huge distractions within your sales force. When sales people are left to present unprofessional sales documents to customers and partners, it creates poor rapport and embarrassing situations that disable the sales process.

Additionally, when (or if) these documents are returned, they get hung up in unnecessary legal, business and financial review cycles. This increases chance for negotiation and approval delays that directly translate to increased order processing and revenue recognition time.

All of these pain points are typically caused by inability to capture and rationalize business, legal and financial document needs across the company, including global culture and language requirements. These shortcomings, combined with a lack of experience implementing a structured sales document management framework, standardized processes and tools are disabling your sales force, frustrating customers, making your company hard to do business with and costing you money.

Our Sales Document Management Solution centers on helping you create a standardized, low-cost blend of content, people and tools needed to strategically support your entire sales transaction lifecycle.

Solution Goals:

- ✓ Optimize performance, cost and ROI through standardized sales documents and process improvement.
- ✓ Correct bad behavior and maximize productivity with work automation, tool centralization and training.
- ✓ Reduce sales requests response times and decrease customer turn-around times with less effort.
- ✓ Simplify the customer buying experience through providing consistent, high quality documents.
- ✓ Minimize business and legal negotiation and/or approval escalations.
- ✓ Increase revenue through reduced delivery and revenue recognition times.

The end result is an efficient and scalable solution that drives content management, language consistency and standardization efforts combined with a reduction in mistakes, revision-times and effort. When you choose our solution you'll create low-challenged documents that provide a conduit for strengthened communications, relationship building and greater customer satisfaction for your sales force and customers.

To start solving your Sales Document Management problems and find out more about how we can help you "simply sell", visit us at concenter.com or call to schedule a free, no-obligation evaluation today.

Your documents
are unacceptable
and they make me
want to take my
business elsewhere