



The Weekly Catch

Updates and information you don't want to miss!

The Power of Quoting

Studies prove efficient quoting can land more deals and boost customer satisfaction.

Let's explore the significance of a fast and efficient quoting process in the surface finishing service industry, backed by statistics that highlight its importance.

- According to a study by HubSpot, **78% of customers buy from the first company that responds to their inquiry.**
- According to a survey conducted by Software Advice, **46% of customers consider speed to be the most important factor when selecting a vendor.**
- According to a report by Harvard Business Review, **companies that respond to customer inquiries within 1 hour are 7x more likely to qualify the lead**

than those who respond after an hour.

- A study conducted by Forrester Research revealed that **77% of customers feel that valuing their time is the most important thing a company can do to provide good service.**

The screenshot displays the Steelhead Technologies Quotes management interface. The header includes the Steelhead Technologies logo, a search bar, and user information for Marc Madigan. The main content area shows a list of quotes with the following columns: Name, Customer, Valid Until, Status, and Actions. The quotes are sorted by 'Created At Descending' and show a mix of 'Order Received' and 'Draft' statuses.

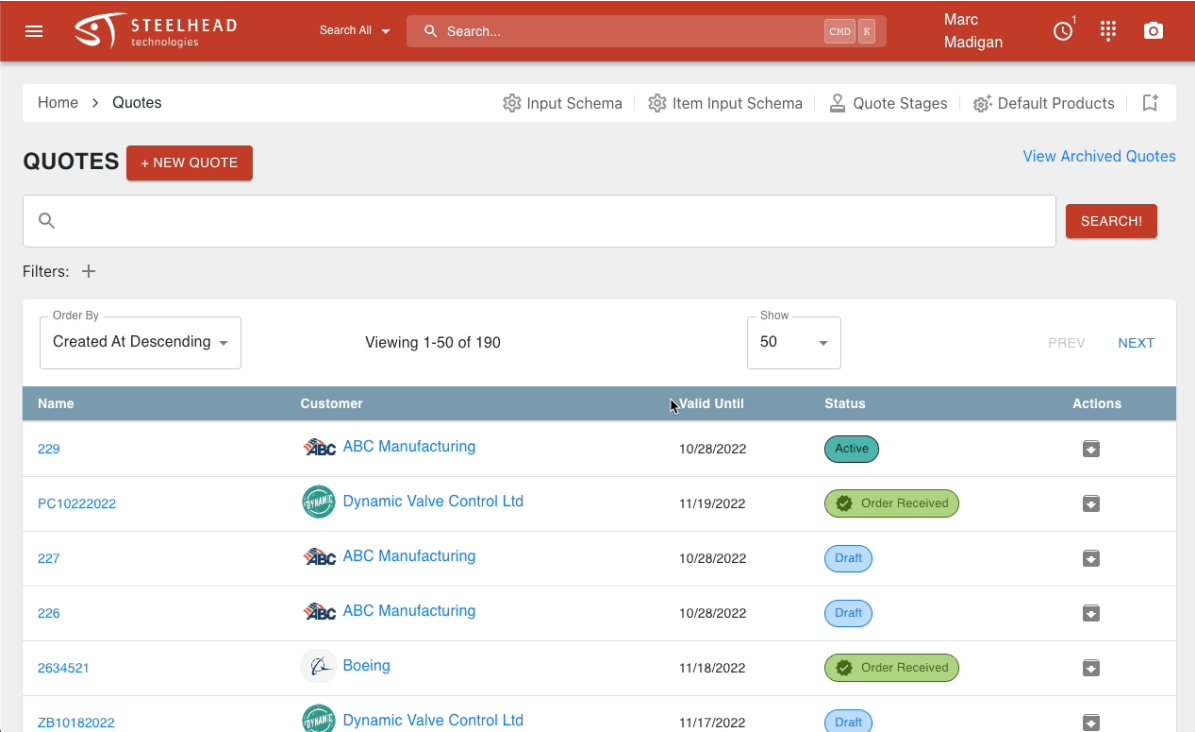
| Name | Customer | Valid Until | Status | Actions |
|--------------|---------------------------|-------------|----------------|---------|
| 2634521 | Boeing | 11/18/2022 | Order Received | |
| ZB10182022 | Dynamic Valve Control Ltd | 11/17/2022 | Draft | |
| ZB10182020 | Dynamic Valve Control Ltd | 11/17/2022 | Order Received | |
| PC2210182022 | Dynamic Valve Control Ltd | 11/17/2022 | Order Received | |
| 328076 | Honeywell | 11/17/2022 | Order Received | |
| Routing Test | Dynamic Valve Control Ltd | 11/17/2022 | Order Received | |
| Test | Dynamic Valve Control Ltd | 11/16/2022 | Order Received | |

Power Quoting is designed with custom-designed formulas to provide customers with an efficient and accurate quote. Power Quoting can help you save time, reduce errors, and optimize profits!

To summarize, efficient quoting:

- Serves as a competitive advantage
- Increases conversion rates
- Builds customer trust
- Improves customer satisfaction

In Steelhead, you can generate a quote in seconds and send to your customer. Once a quote has been approved by your customer, you can transfer the quote into a "received order" in just a couple of clicks! If you aren't using Steelhead's Power Quoting module, make sure to contact your Deployment Lead for details.



The screenshot shows the Steelhead Technologies web application interface. At the top, there is a navigation bar with the Steelhead Technologies logo, a search bar, and user information for Marc Madigan. Below the navigation bar, there are links for 'Input Schema', 'Item Input Schema', 'Quote Stages', and 'Default Products'. The main content area is titled 'QUOTES' and includes a '+ NEW QUOTE' button and a 'View Archived Quotes' link. A search bar with a 'SEARCH!' button is present. Below the search bar, there are filters and a table of quotes. The table has columns for Name, Customer, Valid Until, Status, and Actions. The quotes listed are:

| Name | Customer | Valid Until | Status | Actions |
|------------|---------------------------|-------------|----------------|---------|
| 229 | ABC Manufacturing | 10/28/2022 | Active | |
| PC10222022 | Dynamic Valve Control Ltd | 11/19/2022 | Order Received | |
| 227 | ABC Manufacturing | 10/28/2022 | Draft | |
| 226 | ABC Manufacturing | 10/28/2022 | Draft | |
| 2634521 | Boeing | 11/18/2022 | Order Received | |
| ZB10182022 | Dynamic Valve Control Ltd | 11/17/2022 | Draft | |

Make your order process effortless by transferring an approved quote into a "received order" in just a couple of clicks.

READ MORE

Happy Independence Day

Reminder: Closed July 4th

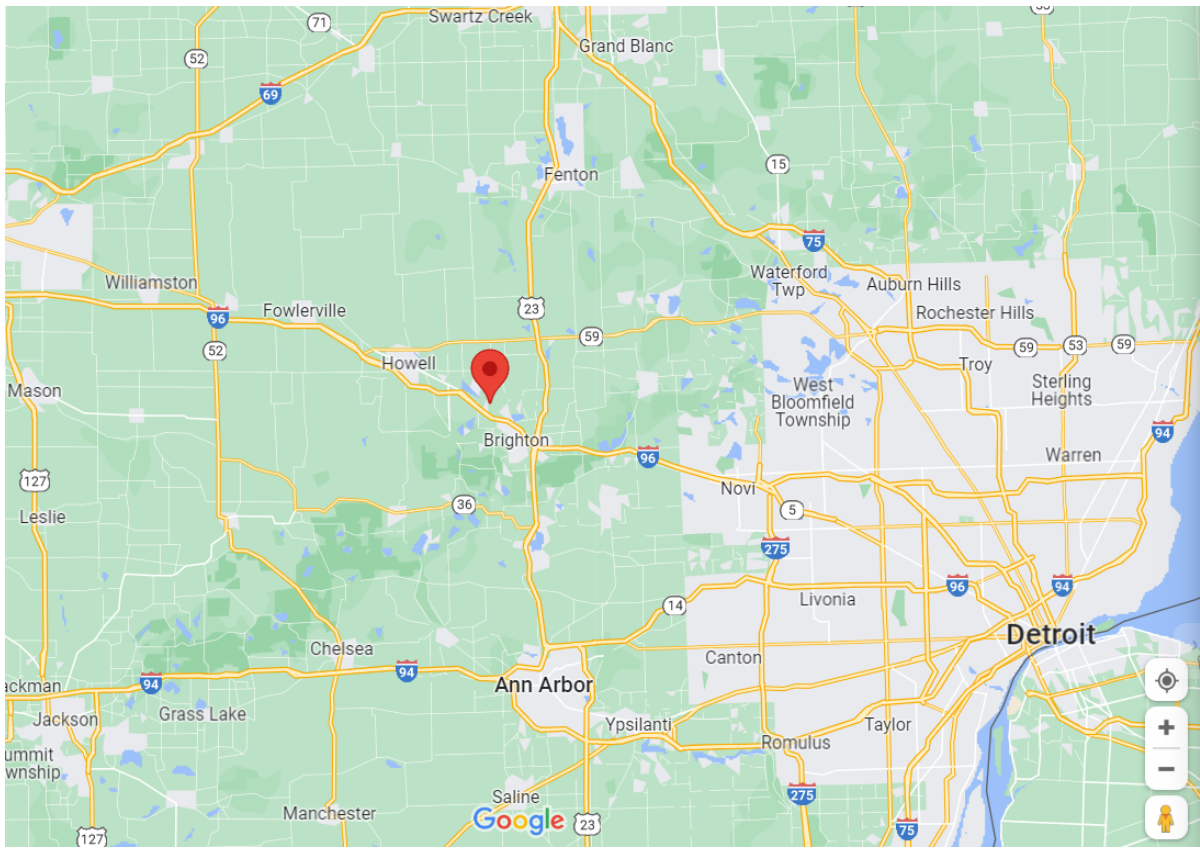
To honor Independence Day, Steelhead's Office will be closed on Tuesday, July 4th. Please understand that our response times may be delayed.



We're Growing!

We are excited to announce that we have officially moved into our second office in Eastern Michigan! Nestled in between Detroit and Lansing, our Brighton office enables us to grow our team to better serve our customers.

Stay tuned for more updates.



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