

AKIOMA Offer Creation

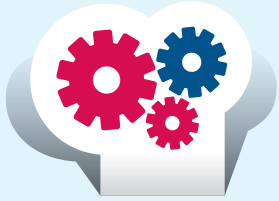
Your productivity begins with your offer



Hand on heart: are your processes for creating offers really optimal?

How much time and effort does it take for you to list all your products, items and services right down to the last detail? How often does the receiver get back to you with questions and uncertainties?

In other words: how efficient is your entire offer process?



Preparing offers so simple

Creating complex offers quickly and transparently

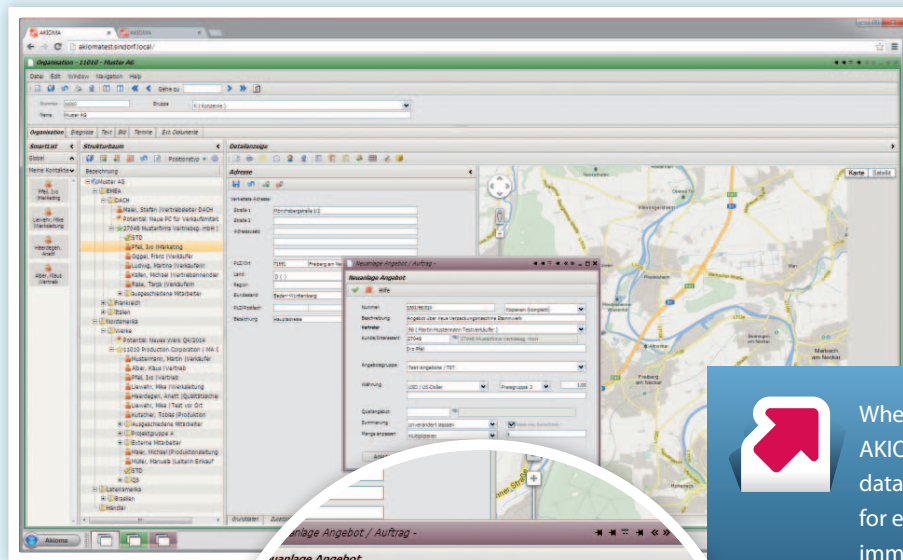
With AKIOMA, you avoid such risks from the very beginning. You always have the overview and don't have to give a second thought to correct listing in detail. Because, in AKIOMA, correlations between products, subproducts, accessories, services and so on, once these are defined, are adopted without any changes and in full in every individual step which you carry out in the system – misunderstandings and lack of clarity are excluded.

Therefore AKIOMA Product Management is your guarantee for spot on, transparent and perfectly comprehensible offers.



AKIOMA allows you to directly define items which are not yet included in the stock list at the time and incorporate them in your offer.

Generally, you can edit all texts and images in the system at any time in any way you wish – as easily as you are used to from working with your word processing programme.



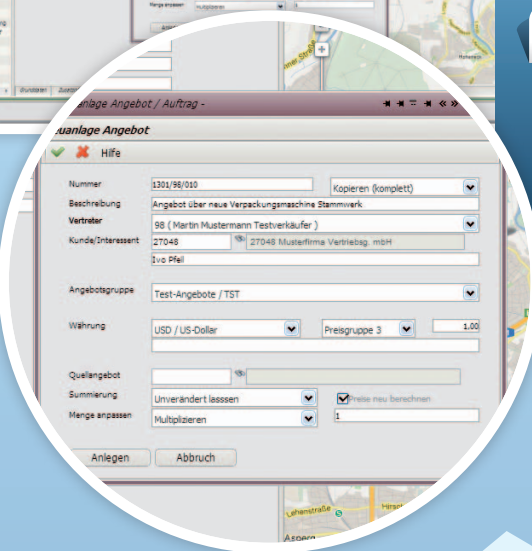
It's so easy to prepare offers with AKIOMA:

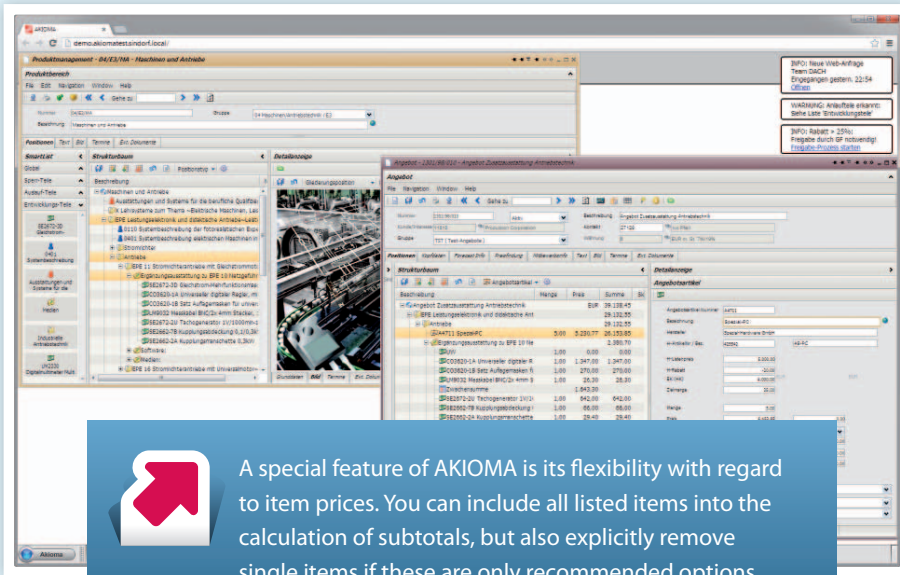
You select the receiver of the offer. AKIOMA adopts this data – for example, contact data with selected information with regard to price group and purchase form – directly from your ERP system.



When communicating with third party systems, AKIOMA always accesses the respective current data status. At the same time, changes you make, for example contact-related modifications, are immediately synchronised with the other system.

When working with AKIOMA you can therefore always rely on the fact that the same information status is guaranteed everywhere.





A special feature of AKIOMA is its flexibility with regard to item prices. You can include all listed items into the calculation of subtotals, but also explicitly remove single items if these are only recommended options. The offer may include the individual price marked with an asterisk, but it does not form part of the subtotal. In this way, you retain an overview in terms of cost development even with extremely detailed offers which include a large number of item hierarchies.

Always clear

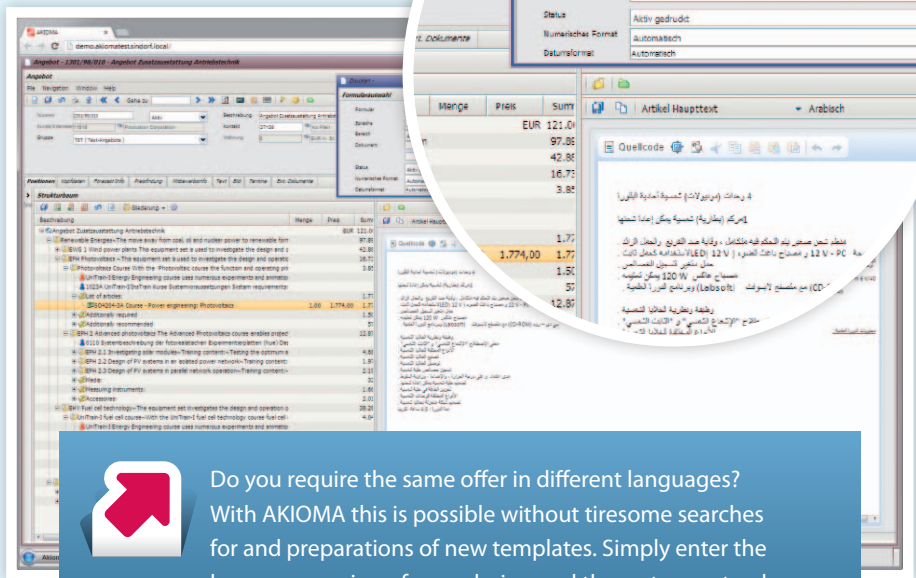
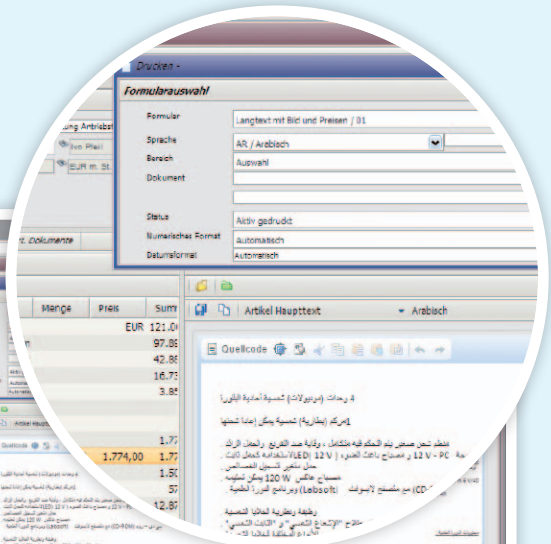
In the next step, you very easily take on the positions for the offer from the relevant product definitions by using drag & drop. In contrast to many competitors' products, AKIOMA automatically presents the offer positions in hierarchical order structures right down to the detailed level.

At each level, you can make as many changes as you like, for example, classify a particular item according to its relevance for the offer (required, recommended, etc.). The price structures in the ERP system are also directly transferred. For example, if specific items have special discounts for particular clients, these are automatically included in the calculation of the offer.

A click of a button is all it takes

Once the offer is completed, you generate a full text document by the click of a button - in Microsoft Word for instance. All you need to do is choose the appropriate template. Here, placeholders for texts and images are pre-defined, and the corresponding information is automatically filled in.

This is how AKIOMA ensures that all offers are absolutely consistent when they leave your business, both in terms of content and appearance – an aspect which should not be underestimated in terms of your professionalism and quality in preparing offers.

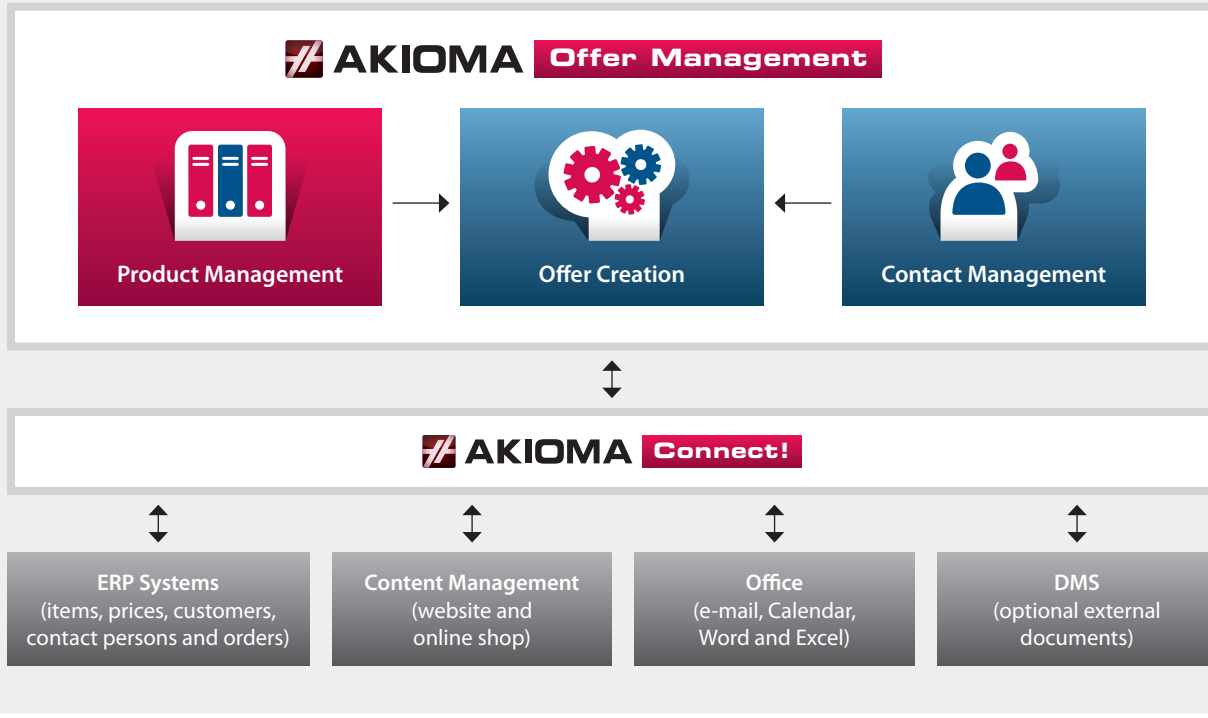


Do you require the same offer in different languages? With AKIOMA this is possible without tiresome searches for and preparations of new templates. Simply enter the language version of your choice, and the system not only inserts the correct item descriptions, item texts and text components for the relevant offer position, but also adapts the form of address, address field, header and footer to the respectively corresponding presentation and spelling.

It is precisely these supposedly secondary details which always enable you to show yourself from your best side, which may ultimately provide you with some decisive extra points in terms of your offer.



The AKIOMA Principle



At a glance

- » Create offers from pre-defined building blocks (product definitions) using drag & drop
- » Represent offer positions clearly in a hierarchical folder structure
- » Directly take on information stored in ERP systems (items, customers and pricing)
- » Create subtotal/total prices flexibly by individually including or excluding item prices
- » Generate multilingual offers in document templates (for example, in MS Word) with a single click

AKIOMA – Offer management for the sales of complex products requiring explanation



Are you interested in our products, and do you require additional information?

You can reach us on

+49 7141 30995-10

We look forward to your enquiry!

About AKIOMA

AKIOMA Software develops CRM systems for medium-sized companies. Our CRM software is based on Frameworks SWAT, which was developed by us, and is applied on-premise as well as based in the cloud. Special focus has been placed on the creation and management of complex offers, product management as well as the representation of complex customer relationships.