

JCN creates competitive advantage by fast, simple install of QuoteWerks

“ Quintadena are a superb partner to work with; they have a high level of knowledge in our industry sector, and are very responsive to support requests ”

It's all about integration.

James Cash Netlink IT (JCN) helps Small Businesses with their IT problems. A typical client is a Small Business within the West Midlands with less than 20 employees; generally spending between 8-12k annually.

Raising between 6-20 proposals per week, JCN were looking for a tool that would enable them to reduce the time and cost spent on producing proposals and quotes for their clients and prospects.

Already users of the PSA Tool, ConnectWise, and buying from suppliers such as Ingram Micro and Computer 2000 made the decision to use QuoteWerks simple. QuoteWerks integrates with ConnectWise in one-click; double-entry into a different system has been removed.

With Real-Time integration built in to QuoteWerks – JCN can now produce simple or complex quotes much more quickly than previously.

Previously quotes might've taken days to produce as JCN would be waiting for pricing/stock details from their suppliers. Using QuoteWerks JCN can search their product database and instantly see the latest cost price and whether the item is in stock. No more waiting for returned phone call or emails to get a price to your client!

“We actively recommend Quintadena and QuoteWerks to other UK IT providers, and to our clients who need a quoting solution.” **Richard Tubb**

Company Details

James Cash Netlink IT
Bromley House
12 Dixons Green Road
Dudley
DY2 7DH
08000193870
richard.tubb@netlink-it.com

Company Profile

James Cash Netlink IT

As a result of a merger in late 2009 – the company now employ 8 members of staff.

Users of the PSA Tool - ConnectWise.

Solution

Using QuoteWerks, in harness with their ConnectWise system ; quoting, ordering and invoice management has enabled the company to become much more efficient and price competitive.

Benefits

Time & Cost savings in overall job
Dynamic tracking of open opportunities
Increased revenue by up-sells into internal ordering process
Output documents look consistent and professional.

Quintadena

0121 669 1111
www.quintadena.com
sales@quintadena.com
25 Peartree Lane
Cradley Heath
Birmingham B64 6EH