

# Quintadena Newsletter

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Issue 01



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## MAJOR UPGRADE – QuoteWerks version 4.5

The new release includes an updated user interface and many additional time-saving features including a new tab in the quote workbook.

- **Updated Interface** – have QuoteWerks in your corporate colours!
- **The NEW Links Tab** enables users to link external files to the QuoteWerks document by dragging and dropping the file into the tab or simply clicking the plus sign. Users can link a variety of different files such as Word documents, Excel files, Cad drawings and more. Linking files to the QuoteWerks documents allows users to quickly access supplemental materials without having to leave the QuoteWerks interface.
- **Drag and Drop functionality** with your quote items.
- Item URL field
- Ability to change the order in which customers receive their quotes, literature, spec sheets and cover pages

Contact Quintadena for a demonstration of the new features or for information on how to upgrade to this latest release.

### Enhancing CRM integration

QuoteWerks is the perfect tool to get the best out of your CRM application. The developer of QuoteWerks is committed to maintaining integration with the latest releases of these software systems. Version 4.5 includes support for SugarCRM and ACT! Premium for Web.

### A word from the developer

*“The release of QuoteWerks 4.5 is an important release that added over seventeen new features users have requested over the past few weeks. . The ability to add user-requested features in a matter of weeks enables businesses to take advantage of the new technologies that become available. Furthermore, the persistent commitment to development of QuoteWerks ensures organizations will always have the most reliable and robust quoting and proposal solution to compliment their sales process”* says Vice President of Operations Brian Laufer



## Making technology work for Quintadena

Quintadena have further rolled out their installation of GoToAssist.

GoToAssist allows you, the user, to join an online meeting quickly and easily. This allows us, the support team, to view your screen wherever you are. You can then describe queries and we can help you 'live'. GoToAssist allows us, if necessary, to take control of the keyboard and mouse and troubleshoot your queries. We've enhanced reports, modified layouts and offered user training using the tool. With no travel costs and real-time assistance, GoToAssist is making Quintadena more effective in giving you the best service

## Ensure that users complete all required fields!

Are you finding that your reports are incomplete due to missing or incomplete data? You're not alone!

Our Data Validation add-on can be configured to check that defined fields have been completed correctly. Whether it's an email address for the contact, shipping has been added, the source of the enquiry has been filled in, etc. Our add-on will display a prompt is required, or advisory, information is incomplete. This ensures that your quotes/reports/order will have all the necessary information. Easy, simple and effective!

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**The World's No.1  
QuoteWerks Solutions Partner.**

## TIPS AND TRICKS

### Do you need to search multiple databases?

A little application to allow this can be downloaded [HERE](#). Create a folder called 'QuoteWerks\Applets\ProductSearch' and extract the downloaded .zip file.

### Are you spelling in American?

If you've downloaded QuoteWerks your spelling file will be in English – US format. Download the UK version [HERE](#) and copy into your QuoteWerks folder.

### Do you want to add or reduce your product's price by a percentage?

Put your calculator away! Click in the unit price field and type "++x%" or "--y%" over the current price to add or reduce a price by a percentage.

### Could you create a quote in 60 seconds?

Not for all customers – but a few users of QuoteWerks are creating and sending their quotes in 60seconds. Click [HERE](#) for our YouTube video that tells you how!

## Could your customers or suppliers use QuoteWerks?

Quintadena are very pleased to welcome referrals for QuoteWerks. Are you still receiving quotes/orders from your customers or suppliers in Excel format / hand scrawled fax? If so, could they benefit from QuoteWerks?

If you ask them to get in touch we'll demonstrate the product and show them how they could improve their business process using QuoteWerks.

Should a product happen from a referral we'll thank you in the normal fashion.