

Cargospot Quotes:

Signed, served, and selected on demand

Marie-Paule Prim-Collin, Product Director



The idea of self-service inhabits our everyday life. This permeates throughout our culture of instant gratification, which makes us want and need to obtain things exactly when we want them. These are your customers' expectations.

The quotation process is your customers' first contact with you, the Airline. Make sure you make it a good one! Your potential customer expects you to be professional, quick, and to manage his request carefully and efficiently. They also expect a quick finalization to booking at the best price, with a minimum of effort and a maximum of agility in the negotiation.

But what are your expectations as an Airline? You are looking to issue optimized and validated quotes with minimum effort, and to bring them in quickly. In addition, you value learning the lessons from lost quotes, to evaluate your own performance and position in the market.

Is this all a tall order? Not really.

Generating a quote in mere seconds...

Capturing and managing quotes can put enormous strain on an organization for winning business. The time and effort spent by your staff in administrative tasks devoted to quotes can be better served on more valuable activities.

With configurable user-permissions, Cargospot Quotes presents the most appropriate flight options to the sales agent, allowing them to select the flights and the rates that will make up the multi-options quote.

These options can be internally discussed and validated via workflow, while all discussions are stored within Cargospot Quote. The customized workflow ensures that the proposed quote receives

any necessary authorizations before being sent to the customer. Cargospot Quotes also has multi-language support, which allows customers to see their quotes in their native language.

Most importantly, your customer is emailed a link to their quotes, allowing interactive negotiation with you, the Airline.



Finally, the customer can accept (or reject with reasons) the quote, which is automatically and in real time converted into a booking without further staff action.

By employing this automation, you reduce your email and phone exchanges that often tie up your business at crucial times. You can create a customized workflow in line with your company's processes and policies. This allows you to set up a workflow to "auto-accept" quotes based on pre-set rules to accelerate the quotation process and avoid any potential delays in the quote phase, thus speeding up your booking process.



Data analytics

The power of Cargospot Quotes goes beyond that of a sales tool. A handy dashboard presents the performance of your team, allowing you to adjust your product and rate mix.

The dashboard allows for better communication between approvers internally, providing all parties with one view of the information.

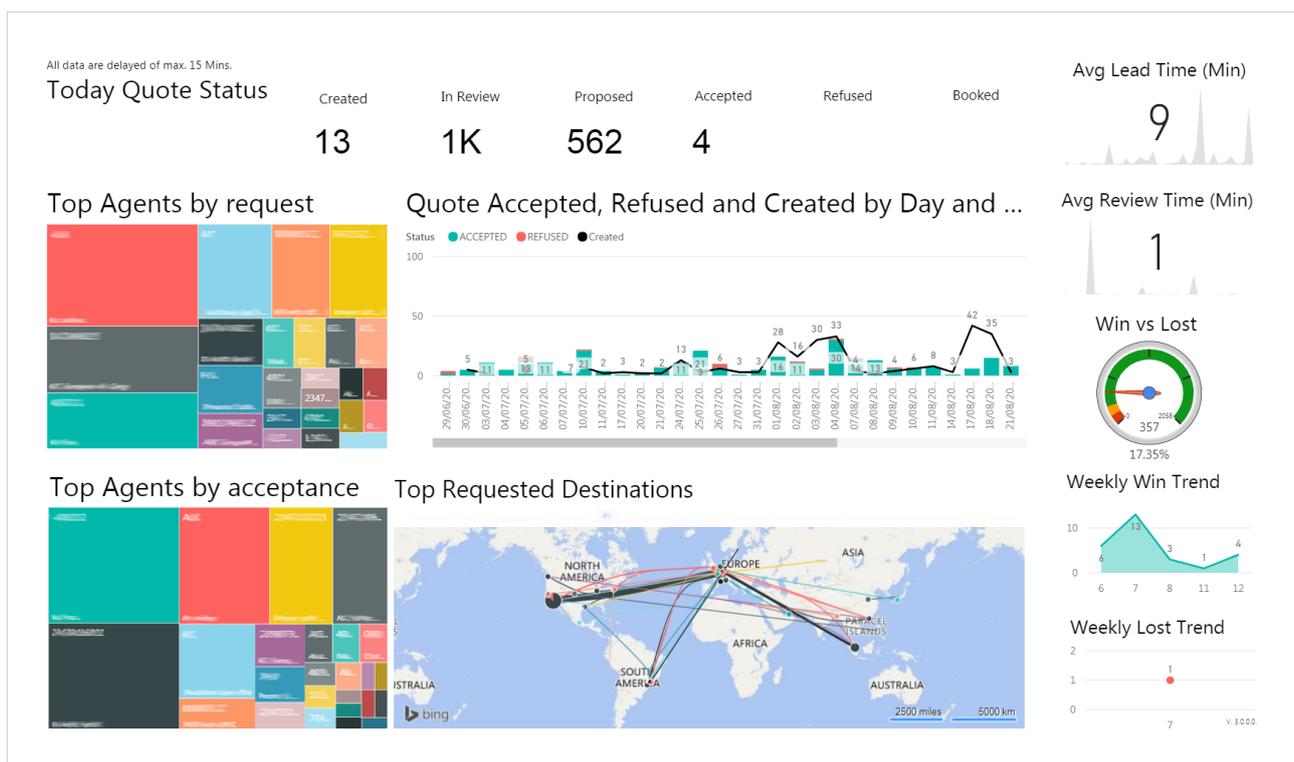
Key benefits

- Strengthens process to efficiently reduce the “quotes-to-booking” lifecycle, in real-time and online, with automatic answers, allowing negotiation and automatic booking
- Generates quotes in seconds and lets customers book the shipment when accepting the quote
- Minimizes staff time spent on quote-related email and phone exchanges
- Integrates to other non-CHAMP systems through its Open APIs

Cargospot Quotes means you don't have to search email trails anymore as all the information about a quote is in one place, showing the history of negotiations and the final results – keeping your entire quotation process on one page.

Of course, this can and will lead to more business, more access, and a speedier booking process. So what do you have to lose?

For more information on [Cargospot Quotes](#), please contact your CHAMP representative or marketing@champ.



Cargospot Quotes Dashboard