

**Prestige Quoting are QuoteWerks Solution Partners that assist companies in implementing QuoteWerks and with ongoing support and configuration.**

### **Who are Ceejay Systems?**

The Ceejay Group comprises two key brands, Ceejay systems and Warwick Trailers. Ceejay specialises in the design and manufacture of recovery vehicles and other commercial bodies. Warwick Trailers designs and manufactures trailers for the agricultural market.

### **How were you managing quoting prior to QuoteWerks?**

Primarily using Microsoft Word and then manually entering information into Sage50 when needing to generate Purchase Orders and Invoices.

### **What goals were you looking to achieve by implementing QuoteWerks?**

- Streamline the overall quoting process
- Enable us to provide quotes quickly
- Reduce the margin for error within quotes
- Provide clients with a more professional looking document which includes our new company branding
- Enable sales reporting on quotes/confirmed orders
- Enable sales team to produce quotes remotely (when out of office)
- Remove duplication of data between systems

### **What was the 'sales' process like?**

Initially, we had a demonstration from another company and were discouraged. We didn't think that QuoteWerks could meet our needs.

Giving it one more go, we were advised to speak with Matt.

It became seamless. Matt was very attentive to all of our questions and requests. He was professional and prompt with clear suggestions and solutions throughout. It became clear that QuoteWerks would be beneficial to our business.

### **Do you feel implementation would have been more difficult without Prestige Quoting?**

Definitely. Matt implemented QW very quickly for us and provided thorough training, so we could hit the ground running. He is clearly very experienced and was able to give lots of advice for our consideration.

### **What is your favourite thing QuoteWerks has brought to your business?**

QuoteValet. It allows our clients to view, amend and accept their own quotes online – reduces our paper-trail and time spent on manual revisions. Relevant team members are instantly notified of confirmed orders to enable jobs to go into the production process efficiently.

### **How do you see QuoteWerks helping you become even more efficient?**

We are excited to start producing specification sheets and delivery notes with some new templates within our QW system. This will again help reduce margin for error and ensure all our customer requirements are recognised in the specification used during the build process.