

# ChannelOnline™

Quote Faster. Sell More.

- Gain total control of your entire sales cycle from quote to sales order
- Easy procurement with real-time pricing and availability
- Web based application that not only automates back-office functions but improves customer service through an eCommerce storefront



## OVERVIEW

ChannelOnline™ automates the complete sales cycle by enabling access for IT and CE product resellers and solution providers to **sourcing, quoting, ordering, procurement and e-commerce in a single interface**; saving valuable time, resources, and allowing small to mid-sized businesses the ability to streamline their sales processes.

ChannelOnline provides integration with leading distributors, carriers, and third-party service providers. More than 2,500 resellers in the U.S. and Canada use ChannelOnline every day to access critical product information on approximately 1 million IT and consumer electronic products.



## BENEFITS

- Increase margins and revenues
- Save time on small orders and empower sales reps to focus on larger deals and customers
- Improve customer service
- Locate and compare products through a sophisticated search engine and product selector tools (memory, ink & toner, and batteries & power)
- Empower customers to manage orders with self-service capabilities
- Access online wherever you are
- Enhance productivity with accurate product details, pricing and availability information on over 1 million IT and consumer electronics products
- Submit purchase orders from the same interface you use for your quoting, sales and sourcing activities
- Access major IT and CE product distributors (visit [www.channelonline.com](http://www.channelonline.com) for a list of suppliers)



***We understand your business and the daily challenges you face.  
Apply proven best practices to your eBusiness with ChannelOnline.***

## FEATURES

- Catalog and product management
- Customer management
- Quoting management
- Sales Order management
- E-commerce store for end-customers
- Administrative and sales team management
- Purchase order management
- Report generation
- Back-office integration
- Contract and configuration imports
- Personal and company dashboards
- Built-in supplier connections with custom supplier support

## OPTIONAL FEATURES

- QuickBooks Connector support
- ConnectWise integration
- Autotask with Taskfire integration
- Additional public and private stores
- Authorization workflow on store/CPAS [company purchase approval system]
- Store “punchout” to end-customer procurement systems
- Custom supplier integration
- Shopping engine export
- Custom domain name option
- Assisted look and feel “skinning” of stores
- XML connectivity and support
- Automated XML order notification

For a full list of features, visit [www.channelonline.com](http://www.channelonline.com).

**“ From quote to order to warehouse to export into our accounting system, ChannelOnline gives us a sales cycle automation solution that has helped to significantly streamline the way we do business. – Erol Mustafa, CEO, Safari Micro**

**“ Other solutions simply weren’t as advanced, as fast, or nearly as well integrated. ChannelOnline was the best choice then and we believe it still is today.”**  
– Michael Kempes, CEO, Innovative Computing Systems

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