

ChannelOnline™

Sales Automation. E-commerce. Procurement.

- 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 for a list of suppliers)



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
- For a full list of features, visit www.channelonline.com.

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

“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 Kemps, CEO, Innovative Computing Systems

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