

Managing Contractor Quotes Instantaneously

Contractor interest in our new **Supplier Xchange** (tm) service has been growing, and distributors have begun asking about the administrative tools to support the system. We know that keeping track of projects is critical to your business. It's important to know whom you are quoting, which projects are being quoted and which material was quoted. Having access to this critical information allows you to intervene at any point during the process if your customer needs a personal contact.

With the **Supplier Xchange Job Analysis Tool**, you can view:

- Which contractor ran the job
- The number of items that successfully matched and did not match against your price file
- The number of alternate items returned with pricing
- All data fields you returned for each item that was sent back to the contractor
- Individual jobs at the item level where specific matching information is displayed
- A complete synopsis of all jobs by a specific contractor, showing all pertinent information about each job
- A complete synopsis of all jobs from all contractors within a given date range
- Click [here](#) to see a screen shot of the **Job Analysis Tool**.

With the number of contractor quotes increasing, it is more important than ever to be able to quickly provide estimates and track your quoting success. **Supplier Xchange** streamlines the quotation process, saving you time to support new product introduction, identify value engineering opportunities, and strengthen your relationship with the customer.

If you want to know more about how to use the **Supplier Xchange Job Analysis Tool**, call **800.585.7521**.

Maxwell Systems Connects to Supplier Xchange

Recognizing the capabilities of **Supplier Xchange** and the need to keep their customers competitive, **Maxwell Systems** has integrated **Supplier Xchange** into its **Estimation Logistics** software product. This will enable another of the industry's largest contractor user communities to connect directly with their suppliers' pricing and generate more winning bids. Click [here](#) to read the press release.

Contractors Speak Out

The name of the game is market share and how quickly and easily you respond to your customers is more important than ever before.

While **Supplier Xchange** has been available for only a few months, we're already receiving rave reviews:

"We just got the new upgrade to **TRA-SER@ SX** and I am really excited about it as it is a very powerful program not only for estimating but for purchasing as well. It's easy to navigate and is loaded with information at the click of a mouse. Not only do you get up-to-date pricing on material but you can also see pictures of the item.

It's never been easier to locate a specific item in seconds but also put together an item list and get quotes instantly from your vendors using the **Supplier Xchange** tool.

This is a state-of-the-art program in pricing. I would like to thank your design team for a job well done."

-- David Powell, Purchasing Agent
Inland Electric, Inc.

Be on the look out for more of your customers who want to sign up with you for **Supplier Xchange**. To learn how you can get your customers connected, contact Ian Joslin at **800.585.7521**.

Keeping the Channel Connected

- 650 manufacturers
- 2,000,000 items
- 1,400 brands
- 825,000 items with images
- 800,000 items with technical attributes
- 940,000 items with catalog pages
- 150,000 additional items populated with image data each quarter (product & thumbnail images, catalog pages, install instructions, MSDS sheets)
- 50,000 new SKUs added per month
- 10 new manufacturers added per month (average)
- 2,300 distributor locations on Supplier Xchange™

Reaching Your Customer

- 20,000 contractor / government agency / institutional desktops

Managing Project Pricing

For many distributors, managing project pricing is a challenge. Multiple branches may quote the same project with different prices; projects are under-quoted based upon "relationships"; and appropriate substitutable material is not always quoted.

- **Supplier Xchange** can help manage some of this process. Project quotations can be managed centrally or at a branch location.
- **Supplier Xchange** is uploaded with the customer-specific pricing that you provide. This price is used for estimating to help your customer generate a competitive bid.
- **Supplier Xchange** can provide you with the information to determine if multiple branches are bidding on the same project, and which contractors are bidding on the project.
- Click [here](#) to see a screen shot of the **Job Analysis Tool**.

If you're looking for enhanced project estimating and management tools, **Supplier Xchange** can help you streamline your process, increase your throughput and improve productivity . . . all while helping you close more business.

Click [here](#) to take a tour of **Supplier Xchange**.

