



Sales &
Service



XFT.
Experten für
Information.



XFT Products for the Sales & Service Sectors

The Customer Comes First

How to Accelerate Sales and Manage Contracts More Easily

"The customer is king!" – We're sure you've heard that statement countless times. But how often does it actually apply? In an era where the customer has huge expectations, not often enough. This presents you with a great opportunity to set yourself apart from the competition using your existing SAP system.

Your sales team can prepare quotations in the shortest possible time and your customer service can respond immediately to any request.

With XFT products for sales and service, you can:

- ✓ Draw up customer contracts with framework conditions and service-level agreements.
- ✓ Ensure optimal collaboration between field and office sales forces.
- ✓ Simplify and accelerate complex sales processes.
- ✓ Facilitate quotation and order approval processes.
- ✓ Shorten response times in sales and service.

www.xft.com/en



How to exceed customer expectations

You could offer the best product or service – but without a conscientious sales team or transparent contract management, you will not be successful in the long run. Your team must be able to respond quickly to each specific customer situation. Any processes such as drawing up contracts should be achieved quickly and reliably. In today's market, the customer is not prepared to compromise. Fortunately, XFT can help.



XFT Sales Manager

Simplify and accelerate your entire sales process.

- Maintain an overview of all current processes, quotations, orders, and deadlines in your sales department.
- Shorten lead times for quotations.
- Access reliable, live sales data worldwide.



XFT Sales Document Cycle

Easily create flexible sharing scenarios.

- Specified to the sales area.
- Document every step in a legally compliant manner.
- In a mobile interface SAPUI5.



XFT Contract Manager

Manage all contracts centrally – from preparation to extension.

- Manage your contracts throughout their lifecycle.
- Maintain control over all conditions and deadlines.
- Ensure compliance throughout.



XFT Machine File

Get an overview of all sold machines.

- All receipts and documents for a machine in one central location.
- Quickly determine the current status of the machine.
- Easily monitor ongoing service processes.



XFT Billing Manager

Bring your invoices quickly to their destination.

- Keep track of all outstanding payments.
- Document each approval step in a legally compliant manner.
- Use flexible output channels.



XFT Document Composer

Create your offer documents automatically with Word, Excel or PDF – based on your SAP data.

- Create documents in a secure SAP process environment.
- Avoid external steps and switching between systems in daily work.
- Create new templates easily.

Find out more:

xft.com/en/sales-and-service



100% SAP

All XFT products integrate seamlessly into your SAP system.



Customized development

We develop tailored solutions to cover specific requirements.



Honest consultation

We communicate openly and impartially, and we don't hide behind empty phrases.

Contact

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