

Innovative Contract Calculator Transforms Tescan's Sales Process

Brighton, United Kingdom – February 2025 – Hilltops IT Consultancy Services Ltd. is excited to announce the successful implementation and expansion of a groundbreaking Contract Calculator for Tescan, a leading provider of scientific instrumentation. This innovative solution, developed by our dedicated team, seamlessly integrates SugarCRM and QuoteWerks systems, significantly enhancing the accuracy and efficiency of generating customer quotations.

Project Overview

As the lead developer on this project, I had the privilege of working closely with Tescan to understand their unique challenges and requirements. Our goal was to streamline their Service Sales operations, automate complex pricing calculations, and ensure precise and consistent customer quotes.

Key Achievements

- **Seamless Integration:** We developed powerful integration tools that enabled real-time product updates from SugarCRM to QuoteWerks and allowed easy import of customer and equipment details.
- **Automated Calculations:** We created a user-friendly wizard to guide Service Sales representatives through contract pricing, reducing the time to generate quotes by 50%.
- **Enhanced Accuracy:** Our automated calculations eliminated errors, ensuring consistent pricing across various contracts and regions.

Customer Testimonial

"The new Contract Calculator has transformed our Service Sales process. We can now generate accurate quotes in a fraction of the time it used to take" said Martin Dostal, Service IT Business Consultant at Tescan.

Business Impact

Since implementing the Contract Calculator, Tescan has seen a 50% increase in Service Sales when generating quotes. The streamlined process has given Tescan Service Sales more time to focus on responding to customer enquiries and closing deals.

Expansion and Future Plans

Following the success of the initial project for Tescan's US subsidiary, we are thrilled to see the solution rolled out to six other subsidiaries in different countries. This expansion demonstrates the scalability and effectiveness of our system across diverse markets. We are committed to continuous improvement and plan to enhance the system further with features like automated contract renewals and advanced reporting capabilities.

About Hilltops IT Consultancy Services Ltd.

Hilltops IT Consultancy Services Ltd. is a leading provider of innovative IT solutions, dedicated to helping businesses streamline their operations and achieve their goals. Our team of experts is committed to delivering high-quality, customized solutions that meet the unique needs of our clients.

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