



Fast-track your sales with Westcon-Comstor's Quick-e-Quote service

Fact sheet

What is Quick-e-Quote? Quick-e-Quote is an easy to use email based quotation service that is available 24 hours a day, seven days a week. It provides instantaneous customised pricing to all Westcon-Comstor clients 24hrs, 7 days a week. It has been specifically built for clients to confirm budgetary pricing and to provide real-time stock availability information and estimated order arrival times.

How does it work? Quick-e-Quote works by recognising the sender's email account and scanning the SKUs and quantities provided in the body of the email. It then instantly delivers customised price information, real-time stock availability and ETAs. Your Partner discount for a particular Vendor product is extracted from the system to provide you with a valid standard pricing quote.

Who can use it? Anyone with a trading account with Westcon-Comstor (WestconGroup). You can also have multiple users from your company using this service.

How to use Quick-e-Quote

Step 1 – You need to have an active login to the Westcon-Comstor eCommerce website. If you do not already have a login you can create one in few steps at this [link](#).

Once our customer service team has verified your login credentials you will receive a confirmation email and you can start using Quick-e-Quote.

Step 2 – Send an email to quickequote@westconcomstor.com and leave the subject field blank.

In the body of the email enter the list of SKUs and quantities that you wish to receive a quote for. Each SKU must appear on its own line, with the related quantity listed before or after it separated by a space, comma or tab. You can copy and paste directly from a spreadsheet. Examples of acceptable inputs are:

```
1, CISCO1941/K9
CISCO1941/K9 1
1      CISCO1941/K9
```

Step 3 – Press send. Within a minute you will have an email response with a valid quote. This will show the description of the item, the buy price and the availability/ETA on that SKU. Also, the Quick-e-Quote will provide a quote number you can reference on your Purchase Order.

Key benefits of Quick-e-Quote

- ▶ Faster response time to your clients
- ▶ Instant pricing and availability/ETAs
- ▶ Ease of doing business across time zones

Key facts to be aware of

- ▶ Quick-e-Quote currently provides immediate standard pricing and availability of products from: Cisco, Juniper, Aruba Networks and Polycom.
- ▶ Quick-e-Quote works for valid Vendor SKUs only. Any invalid SKUs won't return a price and will show an error.
- ▶ Quick-e-Quote does not automatically add mandatory services/support so the SKUs for these have to be entered by the requestor.
- ▶ Quick-e-Quote doesn't reflect multi-year support discounts for Cisco Services SKUs. As this is a standard pricing tool the discounts will reflect single year pricing. To obtain a quote with multi-year discounts please email your request to quotes.au@westconcomstor.com.
- ▶ Westcon-Comstor stocks Cisco 'spare' SKUs wherever possible. For your quote to reflect the correct availability/ETA you will need to input the Cisco spare SKU in place of the configured SKU, eg GLC-SX-MMD= (a spare SKU) instead of GLC-SX-MMD (a non-spare SKU).

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