

Step 1: Client emails manufacturer a RFQ (request for quote) including parts information, specifications, etc.

Step 2: Sales Quote Team reviews and compiles documents across different locations. Missing information is requested back and forth via email.

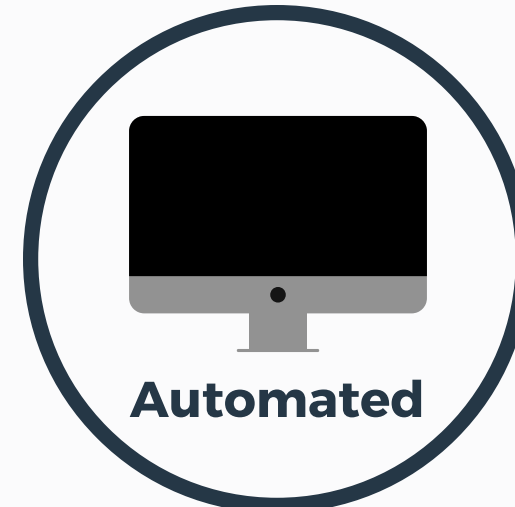
Step 3: Sales Quote Team emails quote and associated documentation to client for review.

Step 4: Client reviews quote and initiates negotiations via email. Quote is finalized and approved.

Step 5: Manufacturer starts the production process, with minimal visibility into timeline or status. Order is shipped once produced.

Step 6: Once order is received, client is invoiced via email or mail, and Accounts Receivable team awaits payment.

Transforming Quote to Cash



Automating quote to cash can reduce order processing cycle time by 20-40%, and reduce the sales cycle time by 30-60%.*

*According to PwC

Step 1: RFQ is submitted to the RhinoDox platform, automatically saved, and associated to other related documents.

Step 2: Client notified via email when Sales Quote team begins review of RFQ. Sales Quote quickly finds all needed documents to create quote.

Step 3: Quote is generated and reviewed by the Sales Quote team. The RhinoDox Platform sends quote to the client.

Step 4: Client reviews the quote within the platform, and Sales Quote team is auto-notified of proposed changes.

Step 5: Once the quote is approved, the manufacturer initiates production and provides automatic status updates to the client.

Step 6: Client receives order, an invoice is auto-generated and sent to the client, and tracked through revenue recognition.