

SmartCatalog Fast Path Implementation -- Helps companies move their sales configuration system forward rapidly.

To learn more about SmartCatalog Fast Path Implementation Services contact your Solution Consultant at 1-877-330-9564 or info@smartcatalog.com

Fast returns on your SmartCatalog investment. Implemented in 30 days—or sooner.

Move quickly for sales configuration impact where you need it most. Get started now, and evolve at your own pace as your business dictates.

Companies look to sales configuration via SmartCatalog™ to deliver value. The benefits of sales configuration are as varied as the companies who implement it, and the sooner they can reap the benefits, the better. However, sales configuration is still often thought of as an “all-or-nothing” proposition, taking many months to implement and to achieve the desired results. Getting value from a sales configuration investment—quickly—is especially challenging for many organizations when budgets are tight and the needs are so critical.

Some companies are taking a different approach, seeking to rapidly self-implement SmartCatalog by starting with a number of critical product groupings. This has two key benefits. First, overall project cost is lowered, and secondly these companies gain proficiency in authoring and implementing quoting rules and can grow their solution at a pace suited for the business.

SmartCatalog Fast Path Implementation Services provides an approach to implementing sales configuration in a short, fixed timeframe at a fixed cost. By taking advantage of this offering, companies shorten the time to up-front results, verify that the solution is right for the organization, and benefit from a technology platform that also provides the long-term flexibility they need to extend and enhance their original solution.

5 Steps to SmartCatalog Success

Step 1 - Application Installation	
<p>Install SmartCatalog at the Client's site.</p>	
<p>Client Responsibilities:</p> <ul style="list-style-type: none"> Follow detailed installation instructions provided by Endeavor Commerce. Call Endeavor for technical support as needed. 	<p>Endeavor Responsibilities:</p> <ul style="list-style-type: none"> Provide installation instructions that enable the Client to be successful. Provide support as needed.
Step 2 - Introductory Training (1/2 day)	
<p>Endeavor Commerce provides basic overview training with the objective to provide the client with context when performing the next step (loading products/services into CRM).</p>	
<p>Client Responsibilities:</p> <ul style="list-style-type: none"> Client's SmartCatalog "administrators" and "power users" attend training. These should be the individuals that will own the requirements definition and deployment of SmartCatalog. 	<p>Endeavor Responsibilities:</p> <ul style="list-style-type: none"> Deliver training on SmartCatalog via the web.
Step 3 - Load Products	
<p>The foundation for SmartCatalog is the product catalog in your CRM system. The goal of this step is to load your products/services into your CRM system (if not already done) using best practices for deployment and management.</p>	
<p>Client Responsibilities:</p> <ul style="list-style-type: none"> Load/import all the products/services for use by SmartCatalog. 	<p>Endeavor Responsibilities:</p> <ul style="list-style-type: none"> Endeavor will provide best practices for how to best organize the base product catalog in CRM.
Step 4 - Administrative Training and Mentoring Session "where it all comes together" (2 full days)	
<p>At this stage in the implementation, the Client has loaded their product/services into CRM and is ready to start configuring SmartCatalog. Endeavor will provide comprehensive administrative training as well as review the Client's products and services to provide direction in deployment or "mentoring".</p>	
<p>Client Responsibilities:</p> <ul style="list-style-type: none"> Client's SmartCatalog "administrators" and "power users" attend training. These should be the individuals that will own the requirements definition and deployment of SmartCatalog. 	<p>Endeavor Responsibilities:</p> <ul style="list-style-type: none"> Endeavor will provide comprehensive training on SmartCatalog and best practices for how to best configure SmartCatalog.
Step 5 - Go Live Support	
<p>Included in the Fast Path project is 8 hours of support on configuring catalogs, rules, etc. These hours are used to get additional feedback on configuring SmartCatalog.</p>	