SalesEdge
Save time, increase sales, and drive more revenue

For Providers, Carriers, MSPs and Resellers

Ask a salesperson or review any of the many industry reports and you'll find most companies' salespeople spend between 40%-80% of their time on the non-selling responsibilities of their job. The result is that most sales organizations are only one-half as productive as they could be in a perfect world. *SalesEdge* by MasterStream ERP is the perfect solution to the imperfect world of telecom sales. *SalesEdge* simplifies and accelerates telecom sales by automating specific key tasks within the sales process to free your organization from the expense of additional support staff and time spent on administrative functions. *SalesEdge* empowers Salespeople, Agents and team members to quickly and self sufficiently progress through the telecom sales process accessing Carrier availability, cost and pricing data, complex quoting, proposal creation and automated order forms in just minutes.

SalesEdge follows the MasterStream Stratagem™, a sales processes methodology where the individual tasks along the sales process continuum are defined by those best served through automation and those best enhanced through better selling practices. *SalesEdge* is the engine that delivers the automation. The MasterStream Stratagem™ was built through the development of automated process flows for hundreds of providers and thousands of agents whose experience is built into every *SalesEdge* software solution.

MasterStream CarrierAccess & QuoteDesk Are Built- In

We've built into *SalesEdge* all the elements of MasterStream's Provider Services Portfolio, including MasterStream *CarrierAccess*, the automated solution for obtaining network costs, and MasterStream *QuoteDesk*, the industry standard for automating complex quotes for sales teams.

Automated Quotes, and Sales Order Documents – the Fastest Path to Close Deals Quickly

From a simple address and a few key strokes, *SalesEdge* instantly returns pricing for one or any number of telecom and technology providers. Quotes are easily transformed into customer-ready proposal templates for a sleek professional presentation to your clients. Upon acceptance, through paper signature or DocuSign E-signature, proposals are turned into orders in a flash.

Advanced Functionality Supports Automated Process Flow

An important key to automation is the ability to support it through process intercession, as required. Stated another way, the ability to step inside the automated process to add value without disrupting the workflow. MasterStream Blast™ for example, a tool included in *SalesEdge*, allows additional intervention into automated quotes. After receiving an instant quote, additional information is often desired, such as discount requests, SPIFF information, configuration questions, for example. With MasterStream™ Blast the right provider contacts are a mouse click away and including quote data with your message is a snap.

SalesEdge

	DIRECT/AGENT	WHOLESALE	COMPLETE
Contact Management	Included	Included	Included
Carrier Management	Included	Included	Included
Carrier Footprint & Costing	Up to 5 included, expandable	Up to 5 included, expandable	Up to 5 included, expandable
Product Categories	Included	Included	Included
API	500 quotes inc (metered thereafter)	500 quotes inc (metered thereafter)	500 quotes inc (metered thereafter)
Internal System Integration (CRM, OSS)	Metered	Metered	Metered
Quote Management	Included	Included	Included
Batch Processing	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)
Batch Address Validation	Metered	Metered	Metered
Batch Quoting	Metered	Metered	Metered
Resources	Included	Included	Included
Lookups (Wire Center, Mileage, NPA-NXX)			
Report Management	Included	Included	Included
Internal Users			
Basic (MasterStream Access)	Up to 3 included	Up to 3 included	Up to 3 included
API	Included	Included	Included
External Quote Requests	Metered	Metered	Metered
Instant Finished Quote	Included	Included	Included
Custom Catalog Product Categories	1 Included	1 Included	1 Included
Custom Catalog Support			
Partner Types (Parent Price Book)	1 Included	1 Included	3 Included
Pricing Level(s)	1 Included	3 Included	6 Included
Rate Card Management	N/A	Included	Included
Custom Pricing Rules	Included	Included	Included
Custom Business Rules	Included	Included	Included
Quote Templates	Included	Included	Included
Quote Process Automation	Included	Included	Included
Quote Export Template(s)	Included	Included	Included
Batch Submission	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)
Batch Address Validation	Metered	Metered	Metered
Batch Quoting	Metered	Metered	Metered
Agent Sales Hub	Included*	Included*	Included*
Connect To MasterStream Agent Community			
Catalog Management	Included	Included	Included
SKU Updater			
Order Module	Included	Included	Included
Pricing Manager	Included	Included	Included
Internal Role Based Markup-Discount Feature			
Product Based Markup- Discount Feature			
Internal Users	5 Users	5 Users	5 Users
Basic (MasterStream Access)			
INTERNAL SALES TEAMS			
Configurable Dynamic Proposal	Included	N/A	Included
HTML version	Settings based		Settings based
Excel version	Choose Template		Choose Template
Opportunity Management	Included	Included	Included
Quote Integration			
Opportunity Tracking			
Forecasting			
Task Management			
EXTERNAL SALES CHANNELS			
Partner Management			
Partner Specific Quoting Portal	Up to 20	Up to 20	Up to 20
Instant Quoting	Unlimited	Unlimited	Unlimited
Dynamic Co-Branded Proposal	Unlimited	Unlimited	Unlimited
Dynamic Co-Branded Sales Order Documents	Unlimited	Unlimited	Unlimited
Partner Login Credentials	Unlimited	Unlimited	Unlimited
Sub-Agent Login Credentials	Up to 1 Million	Up to 1 Million	Up to 1 Million
Special Pricing Requests	Unlimited	Unlimited	Unlimited
ALL SALES CHANNELS			
Configurable Sales Order Paperwork	Up to 5 Docs	N/A	Up to 8 Docs
Dynamic Field Mapping	Included		Included
Order Interview	Included		Included
E-signature - Docusign Premium	Additional		Additional
*Choose from Paperwork Templates			
**Custom Forms on LOE Basis only			
Branding			
Branding Pack w/o Sub-Domain	Included	N/A	Included
Branding Pack w/ Sub-Domain	Additional		Additional
Sales Collateral Management	Included	N/A	Included
File Manager	Up to 100Gb		Up to 200Gb
Document Manager	Included		Included
Dynamic Proposal Inclusion	Included		Included
Pricing Manager	Included	Included	Included
Role Based Markup-Discount Feature			
Internal & External Roles			
Internal Users	20 Users	20 Users	50 Users
Basic (MasterStream Access)			

Note: The total volume of API & Batch Processing quotes can be substituted for one another and are only metered after a total quantity of 1000 is surpassed by the combined total of both categories.

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