# Features

## Accelerate Contact-to-Cash
With guided B2B selling, go from first contact right through to deal closing, with enhanced account 360, automated visit reporting and advanced CPQ capability.

- Account Planning
- Sales Dashboard for B2B sales
- Enhanced Account 360
- Visit Report and planning
- DocuSign E-signature
- Share of wallet analysis
- Integrated Account Planning
- Guided selling
- Advanced CPQ

## Manage Recurring Business
Maximize contract value, simplify spare parts sales and collaborate with partners around sales agreements and assets online.

- Assets and spare parts
- Self-service buy, checkout and service support
- Sales agreement ordering
- Split order management
- Product Eco-Score Card
- Green Delivery Method
- Product comparison
- Rebates management
- Request quote
- Preview and generate orders in bulk
- Pre-built integration framework

## Grow Service Revenue
Build business with multichannel and remote service support, proactive asset maintenance and AR guided field service.

- Asset Monitoring
- Case 360
- CTI integration
- Remote support via video call
- AR app for easy troubleshooting
- Automated customer surveys

## Monitor Performance Data
Track data from your Sales to your Carbon Emission through prebuilt dashboards, processes and Net Zero Cloud, then make tangible improvements based on recommended actions.

- Carbon emission Reporting
- Sales KPIs
- Service KPIs
- Downstream Transportation
- Reporting
- Energy Consumption Reporting
- Energy Consumption Flow

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## Benefits

- Allows manufacturers to move from a product to a customer focus
- Fast implementation speed (reduced implementation time up to 20%)
- Single platform that removes technical barriers to create great customer, partner and employee experiences
- One step further on the way of circular economy
- Increases the win-rate & reduces time spent on closing deals
- Pre-built back-office integration surfaces supply chain, financial, and other data to provide seamless experiences

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