PRESS RELEASE

RedHorse Systems Version 8.2 Foolproofs Quoting Process for Small Businesses

New Quoting Module Brings Timely CPQ Power to Help Reduce Errors, Shorten Sales Cycle, Build Customer Satisfaction

La Quinta, CA, 12/7/2017

RedHorse Systems today announced Version 8.2 of its RedHorse CRM software, which features Quote Builder, a new CPQ module that helps small companies automate complex quoting processes to reduce errors, speed sales and boost customer service.

For small companies with complex quote processes (such as light manufacturing or other technical sales), Quote Builder offers a graphical interface that allows users to design workflows that guide sales staff to the correct products and product groupings.

This eliminates internal back-and-forth, reduces errors and allows small companies to respond more quickly to customer requests — vastly increasing their chances of winning new business and retaining current accounts. Quote Builder is one of RedHorse's many small business automation features that reduce repetitive tasks so teams can focus on more revenue-critical activity.

"The faster a sales rep can bid to spec, the greater chance you have to win that bid," said Connie Koch, RedHorse Systems founder and lead developer. "Quote Builder cuts down on training time and lets you build a fast, foolproof and customized selling process that directly feeds your bottom line."

Visit RedhorseSystems to learn more about RedHorse 8.2 and Quote Builder.

About RedHorse Systems

Small business owners lose opportunity when they have to wrestle with multiple software systems to run and grow their dreams. Big companies have ERP systems and big budgets. Our have RedHorse — an extremely customizable and secure total business management solution that lets users tie together financials, CRM, ops and business development. So they can run their business the way they want to. Not the way software engineers want them to. Stop administering and start growing. Visit us today at redhorsesystems.com.

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