

Permobil Store

One sales process

Purpose and key selling point for customers:

1. Unified sales process

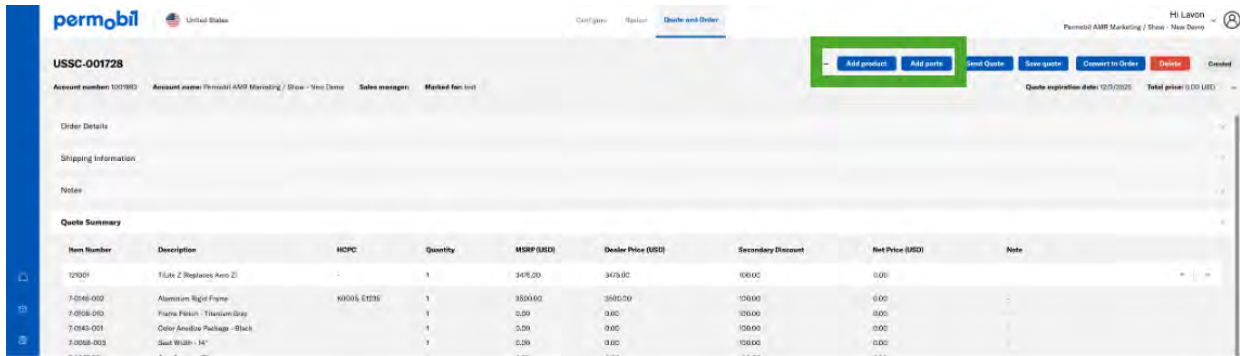
- a. Consistency across product lines:
 - Everyone – from sales reps to providers – follows the same quoting and ordering steps regardless of the product. This reduces confusion and training time.
- b. Streamlined Communication:
 - A single process makes it easier for internal teams and external partners to collaborate, track, and manage orders efficiently.
- c. Improved Accuracy:
 - Standardizing the process reduces the chance of errors from switching between different quotes, systems or workflows.

2. Multi product quote functionality

- a. Simplifies Ordering:
 - Instead of creating multiple quotes for each chair or spare part, users can bundle them into one. That saves time and effort.
- b. Customer Convenience:
 - Providers serving multiple users—or a single user with multiple needs— can manage everything in one transaction.
- c. Better Budgeting and Approvals:
 - Having all items in one quote makes it easier for funding sources or purchasing departments to review and approve the request.
- d. Stronger Sales Opportunities:
 - Encourages bundling of accessories, upgrades, or spare parts during the initial quote—potentially increasing sales value per order.
- e. Improved Order Tracking:
 - One quote means one reference number, simplifying tracking, invoicing, and customer service.

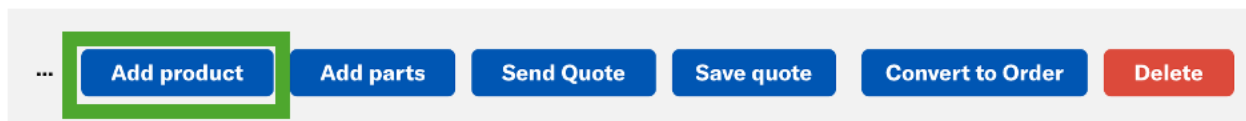
1. Locating the add product and add parts buttons in the quote and order section

Select add part

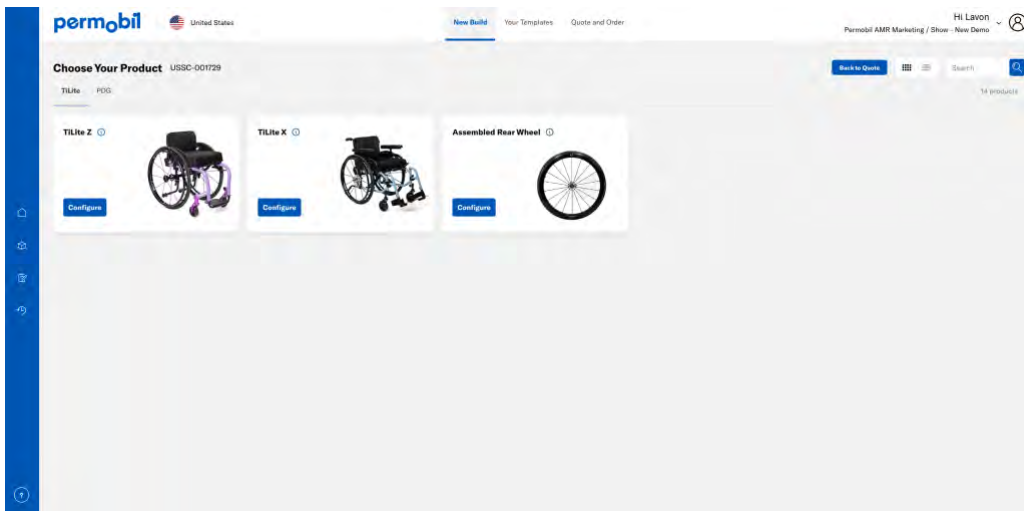


2. Adding a new product to a quote

1. Select add part



2. Select product type or configured rear wheel, and configure product

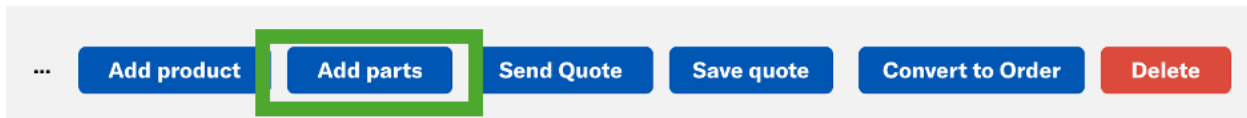


3. Add product to quote and see the update within the Quote Summary section

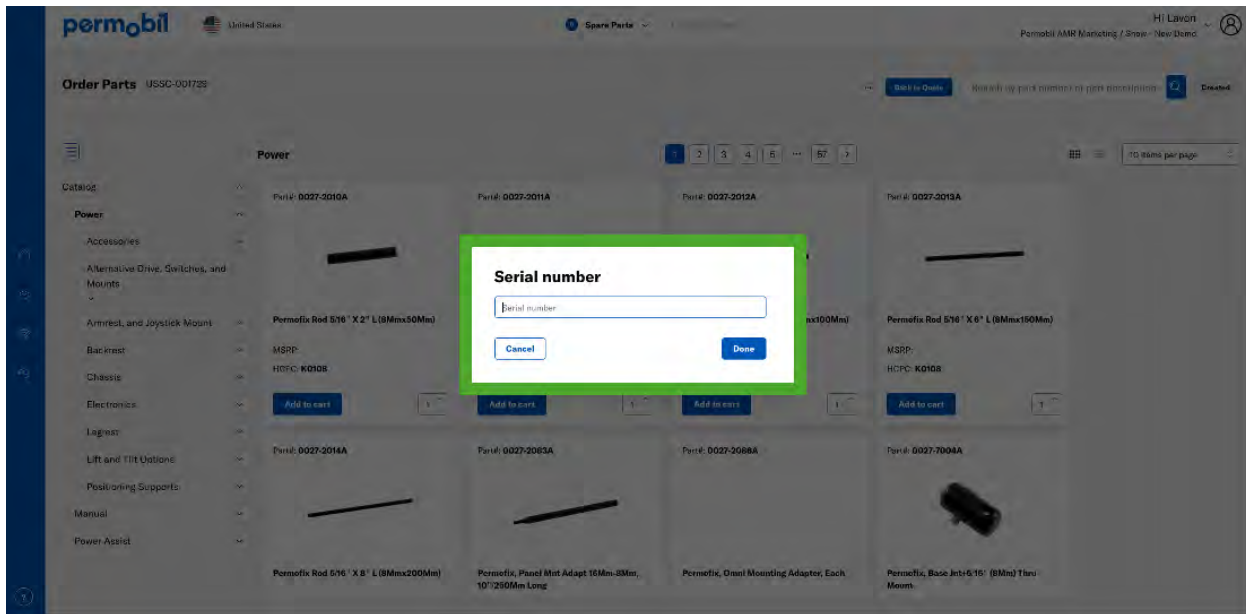
Quote Summary								
Item Number	Description	HCPC	Quantity	MSRP (USD)	Dealer Price (USD)	Secondary Discount	Net Price (USD)	Note
121001	TiLite Z (Replaces Aero Z)	-	1	3475.00	3475.00	100.00	0.00	
121002	TiLite X (Replaces Aero X)	-	1	2902.00	2902.00	100.00	0.00	
							MSRP Price (USD):	6377.00
							Dealer Price (USD):	6377.00

3. Adding a new part to a quote

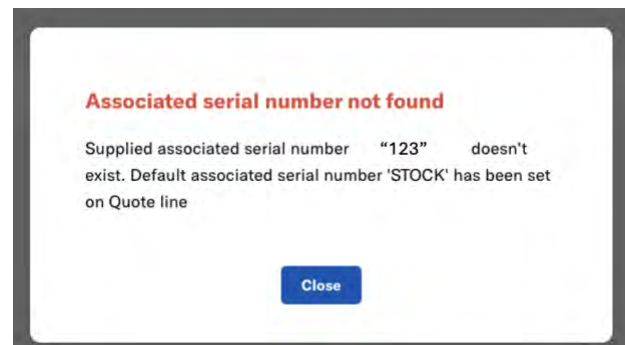
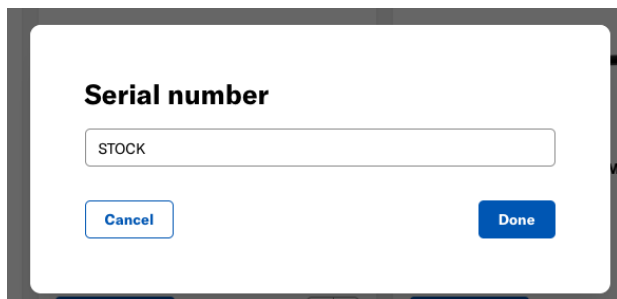
1. Select add parts



2. Serial number input automatically appears

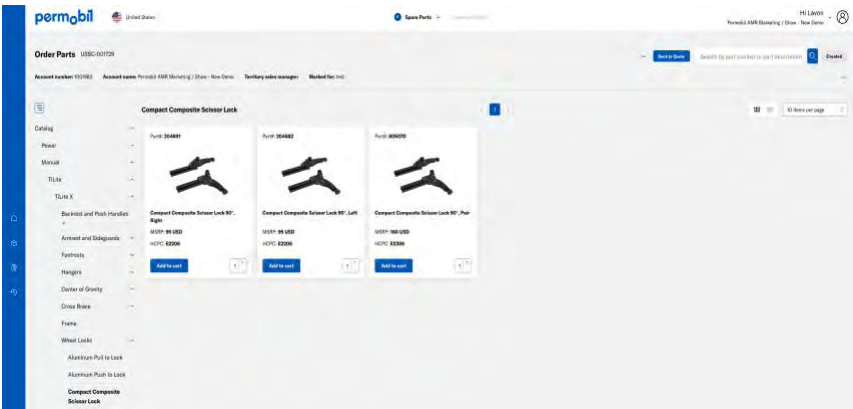


3. Type either the Serial Number if the provider is adding parts to the order for a chair or SmartDrive that they have a serial number for. Type "STOCK" if the provider does not have a serial number.



Note: if an incorrect serial number is inputted, the below message will appear.

4. Select spare part.



5. Spare parts are loaded to your cart. Once complete select Quote and Order.

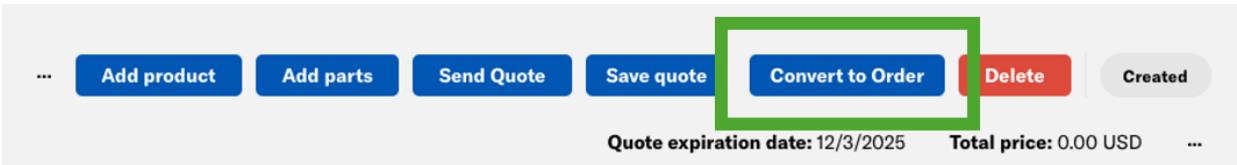


6. Added spare part will be added to quote and will be updated within the Quote Summary section.

Order Details									
Shipping Information									
Notes									
Quote Summary									
Item Number	Description	HCPC	Quantity	Serial Number	MSRP (USD)	Dealer Price (USD)	Secondary Discount	Net Price (USD)	Note
121001	TiLite Z (Replaces Aero Z)	-	1	-	3475.00	3475.00	100.00	0.00	...
204881	Compact Composite Scissor Lock 90°, Right	E2208	1	STOCK	95.00	95.00	100.00	0.00	Delete ...
121002	TiLite X (Replaces Aero X)	-	1	-	2902.00	2902.00	100.00	0.00	...
								MSRP Price (USD):	6472.00
								Dealer Price (USD):	6472.00

4. Convert to order

1. Select Convert to Order



2. Confirm your order details

Please confirm your order details

Verify that the details are correct before confirming and converting the quote to an order.

Order Details

PO Number

123

Order Confirmation Email

U-LAV-0001@permobil.com

Shipping Information

Shipment Notification Email

U-LAV-0001@permobil.com

Delivery Address

Permobil AMR Marketing / Show

Street

300 Duke Drive

City

Lebanon

Zip Code

37091

Region

TN

Country

US

Cancel

3. Success! Confirmation appears and quote is now generated within History section

Success!

Your quote has now been updated and a confirmation email to the address below has been sent:

U-LAV-0001@permobil.com

OK