Elemica
Sell | QuickLink Integrate

Establish a direct back-office connection with key customers for more order efficiency, speed and accuracy.

Challenge

Manual entry of order data at scale is a time-consuming, labor-intensive and risk-encompassing endeavor. And for key accounts with high volume and high strategic sales value to your enterprise, there is a lot at stake. At the best of times, it is a costly way to process orders. And at its worst, it's entirely possible to lose a $100M account over one unfortunate order entry mistake.

But how can you make things more efficient? You want to keep customer service levels strong, but you also don't want to inconvenience customers along the way. And how can you balance the cost of serving these customers with an appropriate implementation investment?

Solution

QuickLink Integrate establishes an ERP-to-ERP connection enabling direct communication of sales orders. This module helps you recommit to strong service and get it right every time. You'll slash the hours spent sending and receiving orders, get order receipts directly through your ERP, eliminate manual printing/emailing and even spend less money serving these important customers.

And this module will mean a serious upgrade in customer experience. They will no longer have to enter order data, create a PDF and then email it. There will be fewer mistakes and less rework due to order oversights. And their orders will not only be correct but will also take less time—which means they'll pay more quickly. It all adds up to better customer retention and improved profit-per-customer.

- **Share order information with key accounts**
- **Slash order-related admin**
- **Accelerate order processing**
- **Improve order accuracy**
- **Strengthen customer retention**

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At a Glance
QuickLink Integrate

Features

01 Quick, easy and low-cost implementation from an experienced team that knows the technology, as well as your sales-related objectives and KPIs

02 Secure, safe environment that keeps order data protected and maintains data redundancy to ensure zero impact from adverse technical factors

03 Platform employs Elemica's Universal Translator™, which integrates and translates order information from a variety of file types and formats

04 Improve sales order visibility that can be used to augment other aspects of enterprise and supply chain optimization

05 Capture digital order data from some of your most important customers

Benefits

Slash order entry admin, eliminating the exporting, printing and emailing of orders and order confirmations

Improve customer retention through stronger, more responsive service

Make your enterprise easier for customers to work with via integration

Upgrade order data quality by eliminating human order entry errors

Deliver order confirmations, ASNs, and invoices directly to your key customers

Accelerate order processing and speed up the order-to-cash cycle

Elemica transforms supply chains by replacing manual and complex approaches with efficient and reliable ones. The world's leading business network for process-intensive industries, we drive bottom line results by promoting reduced cost of operations, faster process execution, automation of key business processes, removal of transactional barriers and seamless information flow between trading partners.

FOR MORE INFORMATION, PLEASE VISIT ELEMICA.COM

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