



# ILS SALESEGE

## SOLUTION BRIEF

# Delivering Intelligent RFQ and Smart Quoting to Aviation Aftermarket Sales Professionals

### OUTSELL YOUR COMPETITION WITH PERSONALIZED AI/ML POWERED SALESEGE

#### OVERVIEW

SalesEdge is an intelligent RFQ and Smart Quoting Management Tool, designed for Aviation sales professionals who want to prioritize and quote with intelligence all incoming requests from potential buyers.

#### LEVERAGE RFQ CONSOLIDATION

Using AI (Artificial Intelligence) and ML (Machine Learning), customers can recognize the highest-value RFQs quickly, benefit from advanced filtering and sorting, and leverage RFQ consolidation from multiple marketplaces including ILS, Component Control's (CCI) StockMarket.aero, and PartsBase.

#### SALES PRODUCTIVITY 2.0

SalesEdge maximizes time and effort and allows sellers to quote with all available information at their fingertips, while the software continues learning to improve your sales productivity. Users can analyze quote and sales history (beyond what is quoted via ILS) and win utilizing its AI/ML personalization-powered FMV capabilities.

#### MULTIPLE DEPLOYMENT OPTIONS

SalesEdge can be deployed by ILS customers, as well as in combination with CCI's Quantum (QC) ERP software providing unique functionality sets in real-time, e.g. enabling users to quickly quote via a streamlined browser interface that extends the existing ILS and QC experience, map accounts, apply company policy based warnings and restrictions (e.g. preventing a quote/transaction), and much more.

#### INTEGRATED AVIATION SUPPLY CHAIN SOFTWARE SOLUTIONS

As part of CAMP Systems, ILS and Component Control are unified in developing products and programs to empower the Aviation community to efficiently manage and optimize the aftermarket supply chain.

#### DEPLOY WITH QUANTUM (QC) ERP

To deploy ILS SalesEdge integrated with Quantum requires an ILS subscription, ILS Bridge for Quantum and Quantum v12.4.

“SALESEGE IS AN INDISPENSABLE SALES TOOL FOR TODAY'S AVIATION AFTERMARKET SALES PROFESSIONAL. THE ABILITY TO QUICKLY PRIORITIZE YOUR SCARCE TIME TO FOCUS ON THE MOST LUCRATIVE SELLING OPPORTUNITIES IS CRITICAL, CONSOLIDATE RFQs FROM OTHER MARKETS IN ADDITION BENEFITING FROM PERSONALIZED AI/ML ALL INTEGRATED TO YOUR ERP TO HELP YOU PROVIDE THE BEST QUOTE TO YOUR CUSTOMER ARE MAJOR ADVANCES NEEDED TO WIN IN TODAY'S MARKET.”

JARED BUTSON, VP OF SALES AND MARKETING AT TURBINEAERO



FIND WHAT YOU NEED / SELL WHAT YOU HAVE / DECIDE BETTER FASTER / ILSMART.COM

**RFQ RECEIVED**

RFQ information shown includes

- RFQ number,
- received date,
- first several parts listed,
- company name, number of items,
- priority,
- RFQ close date,
- RFQ type,
- RFQ source,
- Market Value,
- and Status

| RFQ Number          | Received | Part Number                                 | Company          | Items | Priority | Closing | Type      | Source    | Market Value | Status |
|---------------------|----------|---|------------------|-------|----------|---------|-----------|-----------|--------------|--------|
| ILSASZG200904123059 | Sep-04   | 103-2200, 3910031-105, 411N1281-4C, 4710... | Rainco of Dallas | 5     | Expedite | Oct-04  | ILS       | ILS       | Progress bar | Icons  |
| ILSASZG200907045760 | Sep-04   | A100  | Rainco of Dallas | 1     | Routine  | Oct-04  | PartsBase | PartsBase | Progress bar | Icons  |
| ILSASZG200904122816 | Sep-04   | 103-2200, 411N1281-4C, 4710                 | Rainco of Dallas | 3     | Critical | Oct-04  | ILS       | ILS       | Progress bar | Icons  |
| ILSASZG200904122720 | Sep-04   | 103-2200, 3910031-105, 4710                 | Rainco of Dallas | 3     | ADD      | Oct-04  | ILS       | ILS       | Progress bar | Icons  |
| ILSASZG200904122749 | Sep-04   | 1560, 411N1281-4C, A100                     | Rainco of Dallas | 3     | ADD      | Oct-04  | ILS       | ILS       | Progress bar | Icons  |

**RFQ DETAILS**

- Clicking on the dollar sign will give the option of viewing ILS Fair Market Value or Personalized Fair Market Value
- All condition codes with FMV data will be shown for that part number
- ILS FMV will also have the customer's Average Quote price displayed in the graph

| Part Number | Alt Part Number | Description | Cond | Qty |
|-------------|-----------------|-------------|------|-----|
| 820327000   | 700-327-5777    | SERVO-VALV  | NE   | 1   |
| 43-1304     | 43-1304         | TESTING     | NE   | 1   |
| 0101        | 10-111010-11    | CHT-ADTR    | NE   | 1   |

  

| BOLT - New               |          |
|--------------------------|----------|
| Min. Price               | \$72.18  |
| Fair Market Value        | \$99.56  |
| Max. Price               | \$124.32 |
| Your Quote Average (YQA) | \$100.00 |

  

| Details                |           |
|------------------------|-----------|
| # of Price Points      | 97        |
| Most Recent Price Date | 7/15/2020 |
| Fair Market Value      | \$99.56   |
| High FMV               | \$119.47  |
| Low FMV                | \$79.64   |
| Mean                   | \$91.07   |
| Mode                   | \$77.34   |