



We built Contraqer Channel for all types of government contractors, including VARs, integrators, and OEMs. Contraqer features modules like Award Search, Opportunity Search, Sourcing, Quoting, Fulfillment, Maintenance & Support, and Reporting & Analytics. Government contractors can subscribe to one, all, or any that fit their business.

Award Search - Map accounts and shape profitable business

Identifying existing technology and projects within an agency can be difficult and time consuming. Building an effective vendor / partner strategy and researching past prices can be equally challenging. With Contraqer, you can:

- Support proposal development with precise insight into past awards by agency and vendor
- Discover platform and brand preferences in agencies and programs
- Build a list of support services contracts with award and renewal dates
- Identify which OEMs and partners sell both through the channel and directly, and at what award price
- Find a last-minute partner when you shaped the opportunity, then see unanticipated additional requirements in the RFP or RFQ

Business Development and Outside Sales teams use a better version of Federal Procurement Data System data, to which we added full text search, filter by vehicle and search by any of about 120 attributes, to map accounts, win more business and shape more profitable deals.

Opportunity Search – Find and import your opportunities

Prioritizing all active solicitations to find opportunities in your wheelhouse, then importing data into your CRM or quoting systems is tedious and error prone. Even finding a mod can be challenging. With Contraqer, you can:

- Automatically import all opportunities with their attachments from any source you can access as a prime or sub, including SEWP, GSA, NITAAC, ITES, ADMC, NETCENTS, FirstSource, SPAWAR, FedBid and FedBizOps / beta.sam.gov
- Use scoring and keyword search to find what you're looking for. Shape competitive replacement deals, take maintenance contract renewals from competitors, and propose services add-ons to product buys
- Assign opportunities you want to quote to sales execs
- Forward opportunities and attachments to your partners

Inside Sales teams quickly identify more of the opportunities they're looking for, then save significant time automatically importing information and engaging resources to win the business.



Sourcing - Negotiate the best cost and terms for your opportunities

Keeping suppliers competitive - even your favorites - by comparing price and terms for every quote is painful and tedious without automation and analytics. With Contraqer, you can:

- Request pricing from distribution, OEM partners and subs, then automatically import product, labor category and pricing details
- Compare and negotiate distribution, OEM partner and sub quotes for the best possible pricing and terms
- Compare prices you received today with past prices for the same or equivalent parts
- Find negotiating leverage with automated price spread analysis

Negotiate better prices and terms with insight and analysis all in one place, organized automatically.

Quoting - Manage margins then review and approve formatted quotes

Managing margin and discounts, rebate programs, shipping and taxes, and quote approvals is a challenge. A handful of mismanaged quotes can have a significant negative impact to the bottom line. With Contraqer, you can:

- Quote both products and services, and manage multiple quote versions
- Draft, review and submit SEWP and CIO-CS technical refreshes (TRs/TRPs)
- Adjust margins, markups and discounts in a variety of ways
- Calculate back-end rebates
- Calculate and track taxes and shipping costs
- Automatically get the right internal approvals

Organizations generate transactions faster and achieve higher margins with our comprehensive quote tool.

Fulfillment - Fulfill orders with accuracy and efficiency

Companies of all sizes struggle to fulfill orders without centralized processes and decentralized decision-making. With Contraqer, you can:

- Quickly create POs for delivery orders.
- Reconcile price, quantity and terms across POs, invoices, and packing lists
- Achieve transparency and compliance by managing returns and credit memos.
- Automatically track shipments and receive delivery notification.

Organizations enjoy the best of all worlds: efficiencies from standard templates, process and approval workflows, and decisions made by the people closest to the issues.



Maintenance & Support - Never miss a maintenance renewal again

Maintenance renewals should be some of the easiest business to capture. But it can be tricky. Forget to set calendar reminders, then years go by and you miss the renewal. Some OEMs force you to manage multiple start and end dates, which is complicated. Lose a maintenance contract and watch your customer relationship begin to erode. With Contraqer, you can:

- Receive automated updates for renewals
- Manage coterminous, non-coterminous, auto-renew and auto-expire maintenance contracts and never miss a renewal
- Find every maintenance contract and the related products you've sold quickly and easily in one location

Keep the revenue and margin flowing, strengthen your customer relationships and prevent the competition from sneaking in by always getting your renewals.

Reporting & Analytics - Use your data to drive your business

You can report on essentially any field in Contraqer Channel to better manage your business and your partners. Report on metrics like quote rate, wins and losses, partner performance, margin performance and fulfillment performance.

Integrate with your other systems

Contraqer is built for integration with other tools and services, including:

- QuickBooks Online and On Premise
- HubSpot
- Salesforce
- SugarCRM
- Dynamics

Contraqer Channel features pre-built integrations with IT distributors like Ingram Micro, Tech Data and SYNEX, plus logistics businesses like **FedEx** and **UPS** systems to make sourcing and returns as easy as possible.

Learn more

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