EFI Monarch Portal

Give Your Company a Competitive Edge with a Next Generation Internet Application

In today’s marketplace, the printer who first responds to a request for quote (RFQ) with a competitive bid wins the order. Timely and accurate bids result in improved profitability. EFI’s Monarch Portal is designed to help you get the winning bid in front of the customer more quickly, and more accurately.

Monarch Portal simplifies and enhances the specifications process for print orders by eliminating faxing and double-entry providing better quality input resulting in improved estimator productivity. Monarch Portal provides the sales force (and CSRs) with a link to the back-office, helping to eliminate telephone tag and enabling sales to spend more time in the field with customers.

**Monarch Portal Brings Field Sales and CSRs into the MIS Workflow**

With Monarch Portal, field sales personnel and customer service representatives (CSRs) have secure, direct access to send better quality quote requests, submit orders, work with important documents, and obtain job status data directly to and from your Monarch Print MIS/ERP solution.

**Monarch Portal Features**

- Monarch Portal’s FormDesigner lets you create online spec forms that are appropriate for your own product offerings, with your own business rules, that are directly integrated with your Print MIS database.
- Sales and CSRs enter specifications into web-based forms that are designed to direct their input—resulting in better quality specs even with inexperienced sales personnel.
- Customer-approved quotes are immediately turned into orders with the click of a mouse.
- Shows job status information in the website, eliminating phone calls to staffers at the printing plant.
- Pertinent documents (i.e., Letter of Quote, Detail Report and final invoices) are made available to Sales and CSRs via the website.

Monarch Portal now offers a Microsoft Exchange integration option allowing sharing of your Outlook contacts, tasks and appointments. Additionally, Monarch Portal offers optional integration to your Salesforce.com Enterprise, Unlimited or Professional Edition (with API enabled).

Monarch Portal is a powerful visual tool that provides your team with a new level of visibility and access.
BUSINESS AUTOMATION SOFTWARE FOR PRINT AND PACKAGING

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Benefits for Field Sales People

• Helps print sales people focus on higher value activities.
• Reduces paperwork and let you concentrate on consultative selling activities.
• Improves internal collaboration.
• Eliminates phone tag with plant personnel.
• Keeps your sales force on the street, selling.
• Brings field sales into the management system workflow.
• Simplifies the specification process for complex orders.
• Allows sales to access status from any location.

Benefits for the Plant Personnel

• Lets customers submit RFQs from printer’s public web site, which helps printers manage them better.
• Allows faster turn around time when responding to customer’s requests.
• Enables better quality input to estimating.
• Reduces double entry.
• Reduces data entry errors.
• Improves estimator productivity.

In today’s competitive marketplace, the first quote received is often the one that wins the job. With Monarch Portal, you’ll be the first to respond to customer requests with an accurate quote that will result in a profitable job.

For more information about EFI Monarch Portal, please visit www.efi.com/monarch or call 1-800-875-7117.

EFI

EFI™ (www.efi.com) is a world leader in customer-facing digital print products from job submission to production. Our integrated, end-to-end solutions include Fiery® digital print controllers and solutions; VUTEk® digital inkjet solutions; Jetrion® industrial inkjet systems; print production workflow and management information software, and corporate printing solutions.

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