

Why Integrated Quoting? – Speed to Price & Quote

What is Integrated Quoting (IQ)?

A frictionless self-serve quoting solution made available to HP partners accessible via the Partner Portal that allows capabilities including:

- ❖ Creating Deals & Opportunities
- ❖ Creating custom configurations in OneConfig
 - Offering RSKU for Single SKU creations
- ❖ Instant Pricing
 - Upfront competitive pricing for faster quote TAT
- ❖ Guided Selling & Auto-Attach
 - Ensures compatibility and increases total opportunity value
- ❖ Visibility to distributor inventory levels for Smart buy / BTO products
- ❖ Great for less complex Deals



Prefer to watch a short video to see what IQ brings to the table? Click [HERE](#) now

Check out **NEW IQ bite sized training videos**

Available on the IQ home page on the [HP Partner Portal](#) or see the next page for the direct links

Bite sized IQ Training Video links

- [Introduction to Integrated Quoting \(IQ\)](#)
- [How to access and/or request access to IQ](#)
- [Getting Started in IQ](#)
- [How to get started to create a quote](#)
- [Adding Smart Buy products to your quote](#)
- [How to create a Configuration \(CTO\)](#)
- [How to convert a PC Configuration to a Configured Single SKU \(Rapid SKU / rSKU Feature\)](#)
- [How to get Instant Special Pricing for your quote in a matter of minutes](#)
- [How to proceed after a New Customer Verification process has been completed](#)
- [Escalate Price Feature](#)
- [Accept Price / Revise Products / Re-escalate Price](#)
- [IQ capabilities if you have an Existing Big Deal ID](#)
- [Need assistance with your quote or you encounter a bug with the IQ tool? Here's how to contact support!](#)