

Best Practices

Accelerate Quote-to-Cash

With Contract Management and Configure Price Quote Software

Faster sales cycles are possible even with large-scale and complex sales quotes and tricky contract negotiations.

This month's Best Practices topic focuses on how to simplify the quote-to-cash process with tools that will help you close more deals at a faster rate. Increase profits and take control of your pipeline by consistently simplifying complex tasks.

Help our readers improve their quote-to-cash metrics and increase the speed of their sales cycles.

Roundtable Date: October 3, 2018

Published in **September 2018** CRM magazine | Marketed online in **August**
Content Due: **July 25, 2018**

Also in August (Online) and September (Print):

- ADVANCED ANALYTICS FOR BETTER CUSTOMER EXPERIENCES
- MOBILE CUSTOMER SERVICE: THE FIRST LINE OF SERVICE

2018 ROUNDTABLES

July 2018

SMART CUSTOMER SERVICE THAT WOWS CUSTOMERS

Roundtable Date: July 11, 2018

CHOOSING THE RIGHT MARKETING TECHNOLOGY STACK

Roundtable Date: July 25, 2018

August 2018

BUSINESS INTELLIGENCE AND ANALYTICS: A CRM PERSPECTIVE

Roundtable Date: August 1, 2018

HIGHLY EFFECTIVE CUSTOMER EXPERIENCE STRATEGIES

Roundtable Date: August 15, 2018

AI-POWERED SALES TEAMS

Roundtable Date: August 29, 2018

September 2018

WHAT'S HOT IN SALES ENABLEMENT

Roundtable Date: September 12, 2018

TRANSFORMING CUSTOMER SERVICE WITH ARTIFICIAL INTELLIGENCE

Roundtable Date: September 26, 2018

October 2018

ACCELERATE QUOTE-TO-CASH WITH CONTRACT MANAGEMENT AND CONFIGURE PRICE QUOTE SOFTWARE

Roundtable Date: October 3, 2018

2018 CONTACT CENTER INNOVATIONS

Roundtable Date: October 10, 2018

ADVANCED ANALYTICS FOR BETTER CUSTOMER EXPERIENCES

Roundtable Date: October 24, 2018

November 2018

VOICE OF THE CUSTOMER PROGRAMS: FROM LISTENING TO ACTION

Roundtable Date: November 7, 2018

CRM AND ECOMMERCE: A WINNING COMBINATION

Roundtable Date: November 14, 2018

December 2018

PROACTIVE CUSTOMER SERVICE: ANTICIPATING CUSTOMER NEEDS

Roundtable Date: December 5, 2018

TOP 2018 INNOVATIONS IN CRM

Roundtable Date: December 12, 2018

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2018 SCHEDULE & RATES	2018 ROUNDTABLE SCHEDULE
<p>Standard – 1 page (750 words) \$7,500 net Silver – 2 pages (1,500 words) \$10,500 net Gold – 3 pages (2,250 words) \$14,000 net Platinum – 4 pages (3,000 words) \$16,500 net</p>	<p>Participation in Webinar Roundtable – \$8,500</p>
<p>June 2018 SMART CUSTOMER SERVICE THAT WOWS CUSTOMERS GETTING BIG DATA IN SHAPE – QUALITY, CLEANSING, DATA MANAGEMENT Reservations Due: 4/11/18 • Content Due: 4/18/18</p>	<p>June 2018 KNOWLEDGE MANAGEMENT: CRUCIAL FOR CUSTOMER SERVICE SUCCESS Roundtable Date: June 6, 2018 SALESFORCE APPEXCHANGE SOLUTIONS FOR SALES & MARKETING Roundtable Date: June 13, 2018 OPTIMIZE YOUR WORKFORCE: INTELLIGENT WFO STRATEGIES FOR MORE PRODUCTIVE AGENTS Roundtable Date: June 20, 2018</p>
<p>July 2018 TRANSFORMING CUSTOMER SERVICE WITH ARTIFICIAL INTELLIGENCE CUSTOMER COMMUNICATIONS MANAGEMENT: THE CORNERSTONE OF CUSTOMER INTERACTIONS Reservations Due: 5/10/18 • Content Due: 5/17/18</p>	<p>July 2018 SMART CUSTOMER SERVICE THAT WOWS CUSTOMERS Roundtable Date: July 11, 2018 CHOOSING THE RIGHT MARKETING TECHNOLOGY STACK Roundtable Date: July 25, 2018</p>
<p>August 2018 MOBILE CUSTOMER SERVICE: THE FIRST LINE OF SERVICE ADVANCED ANALYTICS FOR BETTER CUSTOMER EXPERIENCES Reservations Due: 6/10/18 • Content Due: 6/17/18</p>	<p>August 2018 BUSINESS INTELLIGENCE AND ANALYTICS: A CRM PERSPECTIVE Roundtable Date: August 1, 2018 HIGHLY EFFECTIVE CUSTOMER EXPERIENCE STRATEGIES Roundtable Date: August 15, 2018 AI-POWERED SALES TEAMS Roundtable Date: August 29, 2018</p>
<p>September 2018 2018 CONTACT CENTER INNOVATIONS BUSINESS INTELLIGENCE AND ANALYTICS: A CRM PERSPECTIVE CUSTOMER SELF-SERVICE FOR BETTER CUSTOMER EXPERIENCES Reservations Due: 7/12/18 • Content Due: 7/19/18</p>	<p>September 2018 WHAT'S HOT IN SALES ENABLEMENT Roundtable Date: September 12, 2018 TRANSFORMING CUSTOMER SERVICE WITH ARTIFICIAL INTELLIGENCE Roundtable Date: September 26, 2018</p>
<p>October 2018 PROACTIVE CUSTOMER SERVICE: ANTICIPATING CUSTOMER NEEDS CRM AND ECOMMERCE: A WINNING COMBINATION Reservations Due: 8/10/18 • Content Due: 8/17/18</p>	<p>October 2018 ACCELERATE QUOTE-TO-CASH WITH CONTRACT MANAGEMENT AND CONFIGURE PRICE QUOTE SOFTWARE Roundtable Date: October 3, 2018 2018 CONTACT CENTER INNOVATIONS Roundtable Date: October 10, 2018 ADVANCED ANALYTICS FOR BETTER CUSTOMER EXPERIENCES Roundtable Date: October 24, 2018</p>
<p>November 2018 CHOOSING THE RIGHT MARKETING TECHNOLOGY STACK HIGHLY EFFECTIVE CUSTOMER EXPERIENCE STRATEGIES Reservations Due: 9/11/18 • Content Due: 9/18/18</p>	<p>November 2018 VOICE OF THE CUSTOMER PROGRAMS: FROM LISTENING TO ACTION Roundtable Date: November 7, 2018 CRM AND ECOMMERCE: A WINNING COMBINATION Roundtable Date: November 14, 2018</p>
<p>December 2018 CALL CENTERS TO CUSTOMER ENGAGEMENT CENTERS—MAKE THE TRANSITION NOW AI-POWERED SALES TEAMS Reservations Due: 10/11/18 • Content Due: 10/18/18</p>	<p>December 2018 PROACTIVE CUSTOMER SERVICE: ANTICIPATING CUSTOMER NEEDS Roundtable Date: December 5, 2018 TOP 2018 INNOVATIONS IN CRM Roundtable Date: December 12, 2018</p>