

SALES UPDATES

10/30/18

- Touch on Dealer Website
- Demo Program Revisions
- Sales Quotes, Tracking & Proposals

TOPICS

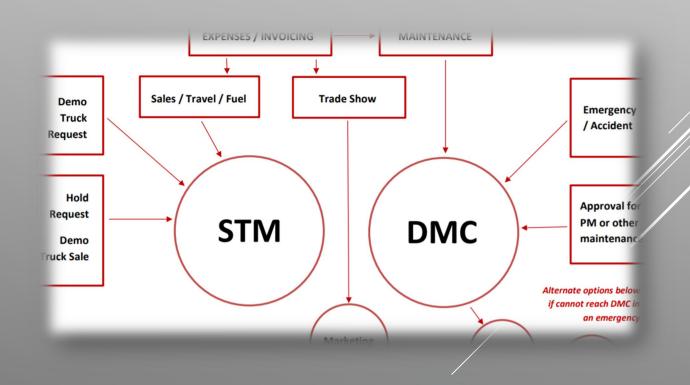
- Refer to current version
- New version WIP
- Improve Organization & Functionality
- Central location for Info

DEALER WEBSITE



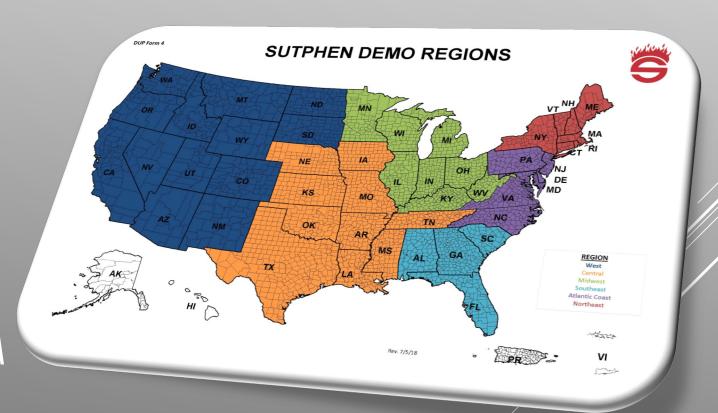
- Communication
 - Excellent among Dealer Network
- > Flow Chart
 - STM & DMC
- Facility Contact List

DEMO PROGRAM



- New Regions
- > Guidelines
- Pumpers (primary)
- Travel (secondary)

DEMO PROGRAM



- Travel
- Plan efficiently when possible
- Maximize opportunities
 - Critical for Aerials

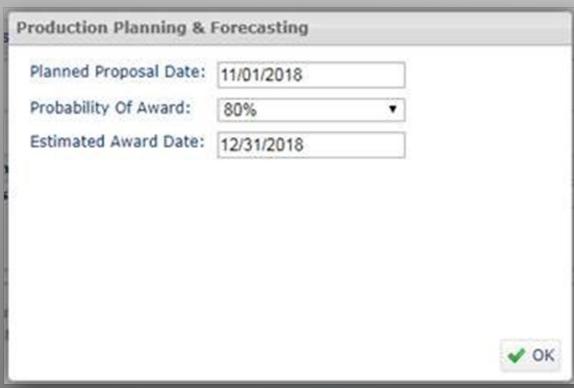
DEMO PROGRAM

- Revised pop-up in SQS2
- Proposals notify STM
- Improved tracking document
- Utilize for forecasting, price protection etc.

QUOTES, PROPOSALS, TRACKING & FORECASTING

- SQS2
 - Pop-up in beginning of quote
 - Wording has changed
 - "Planned Proposal Date" added
 - Close Date" now "Award Date"
- > Best estimations

QUOTES



- Notify STM (2 documents)
 - Proposal cover page
 - 2. Most recent cost sheet
- Will help with Forecasting
- & Price Protection

PROPOSAL



TO THE:

Fire Department Attn: Chief Address City, State Zip DATE: January 1, 2018

We hereby propose and agree to furnish the following firefighting equipment upon your acceptance of this proposal:

The unit shall be manufactured completely in accordance to the following proposal and delivered in approximately **10-12** months from the date of the contract signing or purchase order, subject to delays from all causes beyond our control.

Real time information generated from SQS2

					Truck	
Customer	Dealer	STM ~	Line	Apparatu 🕆	Series	
TBD	TBD	#N/A	1			
	Lagrand Lab	#N/A	1			
		#N/A	1			
TBD	TBD	#N/A	1			
TBD	TBD	#N/A	1			
City of North Tonawanda Fire Departm	Herb Fire 2 (Tim Norris)	Nick	1	Pumper	PRG2	
Buckhannon Fire Department	Heritage Fire Equipment	Justin	1	Pumper	PRG1	
Blackwood Fire Company	Blaze Emergency Equipment Co_10	Nick	1	Pumper	CTZ	
Pattonville Fire Protection District	Jim Bartholomew 2	Keith	1	Pumper	CTZ	
POMEROY FIRE DEPT.	Heritage Fire Equipment	Justin	1	Pumper	PRG1	
CITY OF WHITE ROCK	Ft. Garry Fire Trucks_2	Lynn	1	Aerial	CTZ	
City of Harrisonburg	Fire Apparatus Sales LLC	Justin	1	Pumper	PRG2	
Manor Fire Department	Jeff Britt Fire Apparatus Sales	Nick	1	Pumper	PRG1	
	TBD TBD TBD TBD TBD City of North Tonawanda Fire Departm Buckhannon Fire Department Blackwood Fire Company Pattonville Fire Protection District POMEROY FIRE DEPT. CITY OF WHITE ROCK City of Harrisonburg	TBD	TBD TBD #N/A City of North Tonawanda Fire Departn Herb Fire 2 (Tim Norris) Nick Buckhannon Fire Department Heritage Fire Equipment Justin Blackwood Fire Company Blaze Emergency Equipment Co_10 Nick Pattonville Fire Protection District Jim Bartholomew 2 Keith POMEROY FIRE DEPT. Heritage Fire Equipment Justin CITY OF WHITE ROCK Ft. Garry Fire Trucks_2 Lynn City of Harrisonburg Fire Apparatus Sales LLC Justin	TBD TBD #N/A 1 TBD TBD #N/A 1 TBD #N/A 1 TBD TBD #N/A 1 TBD TBD #N/A 1 TBD TBD #N/A 1 TBD TBD #N/A 1 City of North Tonawanda Fire Departn Herb Fire 2 (Tim Norris) Nick 1 Buckhannon Fire Department Heritage Fire Equipment Justin 1 Blackwood Fire Company Blaze Emergency Equipment Co_10 Nick 1 Pattonville Fire Protection District Jim Bartholomew 2 Keith 1 POMEROY FIRE DEPT. Heritage Fire Equipment Justin 1 CITY OF WHITE ROCK Ft. Garry Fire Trucks_2 Lynn 1 City of Harrisonburg Fire Apparatus Sales LLC Justin 1	TBD TBD #N/A 1 TBD #N/A ************************************	TBD TBD #N/A 1 TBD TBD #N/A 1 TBD

Real time information generated from SQS2

Create	Maintenance	intenan <u>ce</u> Planned F		Est. Award		
Date *	Date *	Proposal Da 🐣	To Awa	Date 🔻		
10/23/17	10/09/18		50	09/28/18		
10/25/17	10/26/17		70	02/01/18		
10/25/17	05/31/18		50	10/18/18		
10/25/17	11/22/17		100	11/22/17		
10/26/17	11/02/17		60	12/31/17		
10/26/17	11/20/17		30	12/29/17		
10/27/17	01/11/18		50	12/29/17		

Manually manage & add to as needed

	Cover Page	Cost Sheet	Bid	Proposal Expiration	Price	Price Protection Request	Company			
Proposed	Date *	Dated *	Term *	Date ~	Protecte *	Date *	? ~	Status	~	Comments
				01/00/00						
				01/00/00						
				01/00/00						
				01/00/00						
				01/00/00						
				01/00/00				Open		
				01/00/00				Open		
				01/00/00				Open		
				01/00/00				Ordered		
				01/00/00				Open		
				01/00/00				Open		
				01/00/00				Open		
				01/00/00				Open		
				01/00/00				Ordered		

Goals

- Sutphen more preemptive with projects
- Improve forecasting better utilize existing information
- Will help contract administration be more efficient

- Results
 - Transparent sales activity
 - Improve forecasting data
 - Transparent information for entire sales team
 - Quick reference
 - More info up front = Less questions

FORECASTING