

IQMAP



Integrated Quotation Management and Provisioning (IQMAP), is a guided web application for resellers. IQMAP sits atop the Cloud Connect platform, bridging the gap between sales opportunities and deployment. IQMAP allows partners to:

IQMAP Opportunities Accounts Profit Policies Blueprints

Opportunities (10)

Filter by Name

TOTAL MONTHLY RECURRING REVENUE: \$17,803.36

ESTIMATED ANNUAL PROFIT: \$84,958.46

+ New Opportunity

Law Firm

Your Cost:	\$1,878.60
Markup:	50.00% MUP
Total:	\$2,817.90
Est. Annual Profit:	\$11,271.60
Stage:	Proposal Created

DETAILS BLUEPRINT PROPOSALS PROVISION

Smith & Sons

Your Cost:	\$1,878.60
Markup:	50.00% MUP
Total:	\$2,817.90
Est. Annual Profit:	\$11,271.60
Stage:	Validated Design

DETAILS BLUEPRINT PROPOSALS PROVISION

CPA Firm

Your Cost:	\$680.09
Markup:	80.00% MUP
Total:	\$1,224.16
Est. Annual Profit:	\$6,528.86
Stage:	Needs Analysis

DETAILS BLUEPRINT PROPOSALS PROVISION

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Support | vCloud Director | Desktop Login | v20.01.24

- Perform dynamic cost-benefit analysis for the End User
- Accurately price the solution using a markup specified by the Reseller
- Transparently disclose projected margins
- Generate End User facing marketing materials and proposals speaking to specific pain points
- Provide a vehicle for contract and markup changes
- Blueprint your client's cloud infrastructure and convey the value of a superior technology solution

IQMAP assists in the creation of an in-depth blueprint and configuration. This configuration is then concisely translated into easily digestible information for the end user. This includes graphics, SKU breakdowns, storage policy options, and targeted pain-point messaging to help the prospect understand precisely what the organization's technological limitations are, and how to overcome them.

[Get Started](#)