

## Solent Online Quotes

Our website allows retailers such as yourself to create quotes online with your discount calculated. Below is a quick explanation of how the Solent quote system works and how to do quotes on the Solent website as a Retailer. Attached is a guide to assist you.

We have a very user friendly website and your store is listed on our website as a preferred retailer. By being on our website, you are exposed to hundreds of customers and possible leads who all come onto our site with one intention and that is to purchase a fan! When an end user goes onto our site they can filter by country, city, area etc. and if they are looking for a retailer in your area, your store will come up in the retailers list and they can request a quote from you.... check it out on [www.solent.co.za](http://www.solent.co.za) click on the where to buy tab, instructions are attached.

### **Retailer Quotations**

As a retailer you are able to request quotations to quote your customers via our website, without having to contact us at the office for pricing etc. These quotes will include your discount and all you will have to do is add on your mark up and quote your customer. The attached document will give you some guidelines on how the system works. Kindly reply with the email addresses for your sales team and I will update your retailer profile.

### **End-user Quotations**

When the end-user requests a quote from you, the designated person will receive a copy of the quote from our website, via email, which will include your discount, all you will have to do is add on your mark up and quote the customer.

The only thing the customer receives from us is a list of items they requested a quote for, we send them NO pricing whatsoever!

Please contact me should you require any info or advice on how the website works.

If you require training for your team, please contact your Solent agent and they will schedule a training session for you.