QUEST ANALYTICS
Provider Network Management

QUEST ENTERPRISE SERVICES (QES) ACCESS REPORTING

Standard Reports take up to **50%** of a **network analyst's time**

A **NEW** and more **EFFICIENT** approach to your proposal process.

YOUR CURRENT PROPOSAL PROCESS – SLOW, LIMITED & COSTLY

DECISION: what product to bid

REQUEST → **MATCH PRODUCT** → **FULFILL REQUEST**

PROPOSAL with standard or custom access → SALES ↔ ANALYST → SALES → ANALYST ↔ SALES → CUSTOMER

A
- Sales and analyst run multiple access analysis reports to find best product fit with proposal
- Often requires multiple iterations

B
- Based on results, rep decides what product to bid

C
- Sales requests access report required in proposal from analyst using product configuration identified in step A
- Analyst fulfills request for all standard and custom reports
- Sales submits bid to customer or broker

REQUEST PROCESS CAN TAKE DAYS TO WEEKS

THE CHALLENGE
Sales Relies on Network Access Team for all Standard Reports

TIME CONSUMING
- Analysts spend too much time running "standard" network reports when their time would be better served assessing more complex proposal requirements
- Sales spends too much time completing request forms for every report

LIMITED VISIBILITY
- Analysts lack insight into reporting influx
- Sales lacks visibility to the status of their requests
- Sales often lacks the ability to explore all product match possibilities prior to submitting a request, the back and forth creates a lot of wasted time and energy from both departments

SLOWS SALES CYCLE
- Rigid processes contribute to missed proposal deadlines
- Sales runs risk of losing sales opportunities

YOUR **NEW** PROPOSAL PROCESS – QES ACCESS REPORTING

DECISION: what product to bid

REQUEST → **MATCH PRODUCT** → **FULFILL PROPOSAL**

PROPOSAL with standard access → SELF-SERVICE SALES TOOL → CUSTOMER

A **B**
- Sales Teams are able to quickly and easily run multiple standard access reports simultaneously to evaluate potential market fit and make decision to bid
- For standard proposal requests, Sales Teams utilize the Self-Service Tool within QES to build responses using pre-built templates and rules established by analysts

C
- Sales submits bid to customer or broker **faster** and with **greater confidence**

STANDARD ACCESS REPORTS IN MINUTES, ACCELERATED TIMELINE FOR CUSTOM REPORTS

THE SOLUTION

SELF-SERVICE SALES TOOL
- Complicated process broken into **5 easy steps**
- **Minimum training needed** – inputs remain the same as prior access report requests
- **Eliminates back and forth** between teams
- **Sales controls the narrative** and can iterate on best product fit

RETAIN CONTROL
- **Predetermined Access Standards** dictated by analyst team
- Consistent outputs between tools through customized inputs to match your QAS project settings

WORKFLOW EFFICIENCIES
- Fulfill reports in minutes instead of **days or weeks**
- Run mulitple reports **simultaneously**
- Focus more of your analysts' time on complex requests
- **Respond to more proposals** with greater confidence

QES ACCESS REPORTING BENEFITS

QES Access Reporting is an excellent **complement** to your Quest Analytics Suite (QAS), allowing your teams to use the Self-Service Sales Tool within QES to fulfill standard proposal requests. At the same time, your **analysts still have access to the configurable modules** (like disruption, mapping and custom access reporting) that provide the in-depth analysis they depend on.

SAVE TIME
Increase efficiency by reducing iteration and creating standard reports in minutes instead of days/weeks

RESPOND TO MORE RFPs
Self-Service Sales Tool for standard reporting allows you to respond to more proposals with greater confidence

INCREASE WIN RATE
Win more bids by allowing analysts to focus on more complex proposals and allowing sales teams to find the best product fit

LEARN MORE:
questanalytics.com/solutions/qes-access-reporting/

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