

# Distributor Sales Order Automation

## Measurable Outcomes for Distributors:

- 40–60% less manual quoting and order entry
- 99%+ order accuracy and fewer margin-eating errors
- 2–3x growth in online revenue through PO-to-cart
- 20–23% lift in sales from guided recommendations
- Faster response times and a significantly better customer experience

## Key Features

1

**Approx. Number of Implementations to Date**  
200+ Implementations

2

**Sweet Spot for Distributor Size**  
Small (< \$100 M revenue),  
Mid-Size (\$100–500 M),  
Large (>\$500 M),  
Enterprise / Multi-Region

3

**Typical Implementation Timeline**  
0–30 days

4

**What best describes your Pricing Model?**  
Subscription (monthly or annual),  
Transaction-based or usage-based (per order, per quote, per API call, etc.)

## Company Overview

Motivate helps distributors automate quotes and orders, boost sales productivity, and grow revenue by letting customers buy the way they want— fast, simple, and accurate.

## Describe Your Typical Implementation Process:

**Onboarding:** A fast, guided 4–8 week implementation with kickoff, integration setup, configuration, testing, and go-live support.

**Data Migration:** We ingest and validate your customer, product, pricing, and order data, connect to your ERP/eCommerce, and ensure accurate product matching.

**Training:** Role-based training for inside sales, CSRs, eCommerce, and managers so teams are productive on day one.

**Support:** A dedicated Client Success Manager plus ongoing support, optimization, and quarterly reviews to ensure adoption and revenue impact.

## Value Proposition

Distributors lose millions every year to slow quoting, inaccurate orders, and customers who refuse to shop online. Motivate solves the core problems that drain margin and kill productivity: nonstop manual order entry, messy PDFs and emails, weak eCommerce adoption, and sales teams guessing where the revenue is.

Motivate fixes all of it. Our AI converts any PO into a clean, priced cart instantly, whether it is uploaded, emailed, or texted. Distributors typically cut 40–60% of order-processing time and increase accuracy to 99%+. Cleaner orders drive stronger margins and fewer returns. Letting buyers send POs however they want drives 2–3x online revenue growth. We also give sales teams daily AI priorities and product recommendations that drive 20–23% revenue lift.

Motivate delivers lower costs, higher margins, and more revenue without requiring workflow changes.



Sales Automation



[www.gomotivate.com](http://www.gomotivate.com)

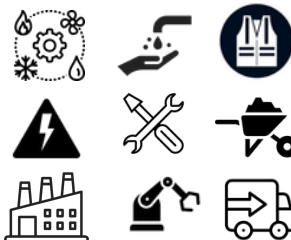


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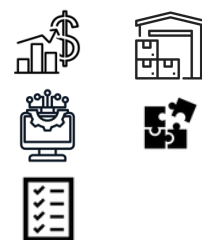


Bend, OR, USA

## VERTICALS SERVED



## FUNCTIONS SERVED



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## Why Your Platform Fits Distribution:

Motivate is built specifically for distributors with deep ERP integrations, support for multi-branch operations, complex matrix pricing, and real-world order formats like PDFs, emails, BOMs, and texted POs. The platform fits existing workflows, automates the messy parts of quoting and ordering, and delivers clean, accurate carts without requiring process changes.

## Industries your Platform Serves:

HVACR Distribution, Plumbing / PVF Distribution, Industrial Supply / MRO, Safety / PPE, Lighting & Controls, Tools & Fasteners, Waterworks / Municipal Supply, Energy / Renewable (Solar, Battery, EV), Building Automation / Controls, Fire Protection / Life Safety, Utility / Power Transmission, Mechanical / Construction Supply, Janitorial / Sanitation, Industrial Automation / Manufacturing Supply, OEM / Equipment Manufacturing, Data / Communications / Low-Voltage, Foodservice / Refrigeration, Laboratory / Medical Supply

## Integration with Distributor Systems:

- ERP (Eclipse, Prophet21, Infor, etc.)
- CRM (Salesforce, HubSpot, Zoho, etc.)
- eCommerce Platform (BigCommerce, Unilog, Magento, etc.)
- Product Information Management (PIM) / Product Data
- Pricing / Quoting System
- Marketing Automation Platform
- Business Intelligence / Reporting Tools
- Warehouse / Inventory Management

## Areas within a Distributor Your Platform Supports:

Inside Sales, Outside Sales, Counter / Customer Service, Marketing / Digital Marketing, Pricing / Quotations, Purchasing / Procurement, eCommerce / Webstore Management, IT / Data Management, Executive Leadership / Management Reporting

## Primary Users within a Distributor:

- Inside Sales / Customer Service
- Outside Sales / Account Managers
- Marketing / Digital Team
- Product Management / Category Management
- Purchasing / Procurement
- Finance / Accounting

## Top Distribution Challenges Your Platform Addresses:

- Quoting speed or Accuracy,
- Product content / Data quality
- Customer engagement or Retention
- Digital marketing or eCommerce enablement
- Sales enablement / Rep productivity



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