

Remote/Virtual Quoting Tools

Relationship building, which the old world of selling involved, face-to-face contact was a requirement for success, especially in a business of B2B context.

“Relationships that drive sales are not just based on the amount of time spent face-to-face; they’re also based on understanding and supporting the situation and solutions required.”

Businesses today are often pressed for time to engage with as many customers and potential customers as possible, as customers also demand to be engaged in a more efficient way, technology can be used in a whole new way.

The right ‘tech’ can help. We’ve compiled a list of tools that can help you:

Customer Relationship Management

[Zoho](#)
[Capsule](#)
[Insightly](#)

Survey/Questionnaire Tools

[Typeform](#)
[Survey Monkey](#)
[Doodle](#)

Appointment Scheduling

[Calendly](#)
[Appointy](#)

Video Hosting

[Youtube](#)
[Vimeo](#)

Video Conferencing

[Zoom](#)
[Go To Meeting](#)
[Skype](#)
[Hangouts](#)

Speech to Text Transcription

[Otter](#)
[Trint](#)
[Quicc](#)

Proposals

[Proposify](#)
[Qwilr](#)
[Pandadoc](#)

Document Signing

[DocuSign](#)
[Signnow](#)
[Eversign](#)