

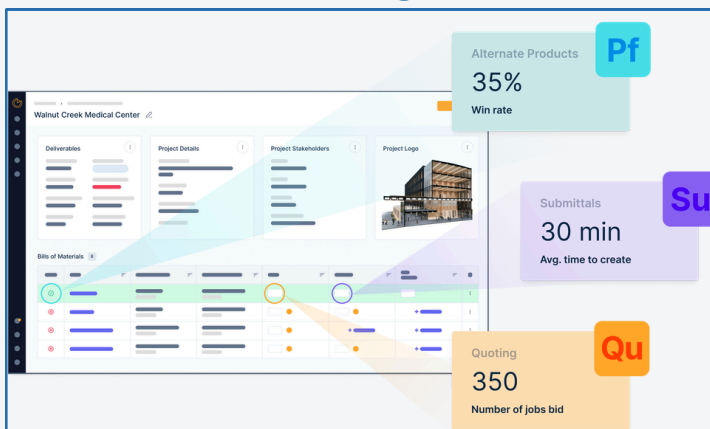
## Parspec for Rep Agents

### Increase Rep Productivity and Profitability

Parspec gives rep agents a single, connected system to quote accurately, price competitively, manage projects, and track commissions. By unifying quoting, submittals, project management, and commission data, reps move faster, make fewer mistakes, and increase commissions.

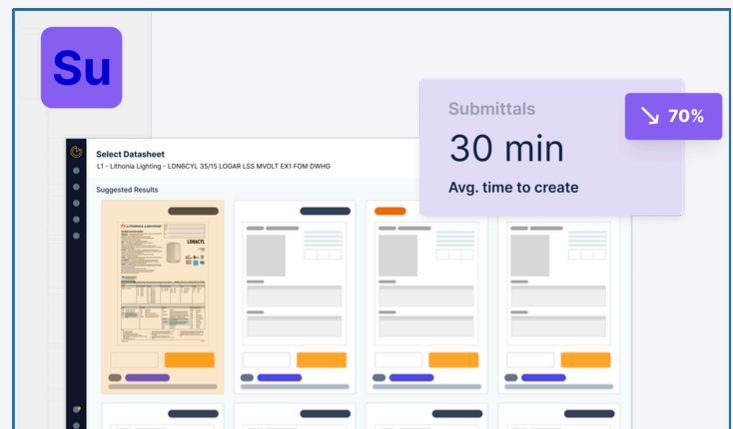
**100+ Rep agencies use Parspec. 70+ NPS Score (top 10% of SaaS)**

#### Sales Management\*



Supports quoting, order execution, fulfillment tracking, and commission visibility in one system.

#### Submittals & O&Ms



Streamlines submittal creation with AI-powered BOM extraction, bulk attachment of data sheets, and document markup.

### How Parspec Works:

- **Build accurate quotes** - Use AI to pull the bill of materials (BOM) directly from drawings and schedules in seconds.
- **Cross and price competitively** - Identify spec-compliant alternatives and value-engineer using up-to-date pricing information to increase approval likelihood.
- **Move seamlessly from quote to order** - Convert quotes into purchase and sales orders without losing pricing, products, or margin information.
- **Manage execution and commissions with confidence** - Create submittals and track fulfillment, changes, and commission in one place.

*\*Sales Management is currently in Beta and accessible to a select group of customers. To inquire about joining the Beta program, please reach out to [hello@parspec.io](mailto:hello@parspec.io).*

## Bid more. Win more. Profit more.

*A unified AI-native platform designed to support the full rep workflow from quoting and submittals through order execution and commission tracking*

### Benefits

- **Price competitively without sacrificing margin** – Source spec-compliant product alternatives from preferred manufacturers while viewing pricing information concurrently. This enables data-driven pricing decisions that improve approval odds while safeguarding margins and commissions.
- **Increase productivity with streamlined workflows** – Manage quotes, submittals, and post-award execution in a single, connected workflow, to reduce handoffs, duplicate entries, and downstream mistakes that slow deals and erode profits.
- **Understand your performance and earnings** – Track historical pricing, win rates, and margin performance in one place. See how decisions impact commissions so you can bid smarter and improve results over time.
- **Get paid what you expect** – Built-in commission tracking and reconciliation connect quoted pricing to actual payouts, eliminating surprises months after orders are placed.

### Case Study

**SESCO:** One of the nation's largest and most successful lighting manufacturers' representative companies.

#### **BENEFITS:**

- Reduced the time and cost of submittal creation by 50%.
- Successfully adopted by 124 users across 23 locations in only three months.

**“Parspec has allowed us to simplify our process and become more efficient by using just one solution that does it all, rather than multiple tools. By streamlining and reducing the number of software tools we use, we've gained a competitive advantage.”**

–Netesh Gohil, VP of Operations, SESCO

*Members gain access not just to Parspec but also to a comprehensive network of service providers designed to elevate your business. Together, we empower you to thrive in a competitive market.*



**Get Started with Parspec**