Northteq and TimeValue Software have joined forces to create TValue Direct for Salesforce; a new Salesforce application. This unique and innovative app brings the power of TValue, the industry standard for structuring and pricing equipment leases and loans, and integrates it with Salesforce, the world’s #1 CRM solution. TValue Direct for Salesforce streamlines the process and is quick and easy to do your pricing and proposals in one solution.

You can access TValue Direct for Salesforce from the opportunity, lead, or custom object to quickly structure and calculate a lease or a loan using the pre-set lease/loan calculators, the flexible and easy to use lease/loan templates, or just build your lease or loan with a blank TValue cash flow matrix.

What can TValue Direct for Salesforce do for you?

Flexible Integration
- Use the pre-set TValue Calculators for simple, straightforward deals
- Use the TValue Templates for structured deals that do monthly skips, modified/varied payments, amount steps, or percent steps
- Use the flexibility of TValue directly for creative deals by building the lease or loan as you need it

The Perfect Marriage of CRM and Pricing Opportunities
- Offers you a fully integrated solution to price, evaluate, manage, and close deals
- Streamlines the process of calculating lease or loan payments with TValue that can be mapped into any Salesforce field and produce quotes, proposals, or contracts through Salesforce or other popular document generating applications
- Takes information from any Salesforce field and pre-populates the TValue cash flow data for quick customization and calculations
- Stores TValue cash flows and amortization schedules within a Salesforce Object for easy access in one central place

Structure Your Pricing to Win Deals
- Calculate various lease payment structures and determine the pricing with your yield parameters
- Do the “what ifs” to create the right deal structure to close the deal then finalize and send your proposal
- Calculate the buy and sell rates with simple inputs
- Determine your commission and price it into the deal
- Factor in residuals or buyouts
- Activate payments in advance or payments in arrears with a picklist selection
TVALUE DIRECT FOR SALEFORCE CAN AUTOMATE YOUR PRICING PROCESS WITH QUICK, EFFICIENT AND EASY TO USE CALCULATORS AND TEMPLATES THAT USE THE POWER OF TVALUE AND THE RESOURCES OF SALEFORCE TO BECOME YOUR READILY AVAILABLE ONLINE AND MOBILE SOLUTION FOR PRICING AND CLOSING DEALS.

Customizable

- Customize your event names with the same terminology you use with your accounts
- Set your company defaults for Input Settings and Compute Options
- Determine the profiles or roles that can access the TValue Calculators, TValue Templates, or TValue Quotes

Operate in Lightning Experience and Salesforce Classic Environments

Now available on the Salesforce AppExchange

For more information on TValue Direct for Salesforce contact us at info@TimeValue.com or call 800-426-4741