

# Introduction

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## Overview

A sales quotation or business sale quote is a document that allows a potential customer to view the cost involved in purchasing specific services or products.

It is generally used by sellers to begin a business transaction.

## Business Case

A customer submits a purchase requisition for the product to Fabrication Industries.

Then the quotation will be made by the marketing team to give a short view of cost involved in purchasing specific services or products.

For internal document reference, it is helpful.