

## Quote vs Invoice

2022-12-14 - Jennifer M - Orders

A quote provides the customer with an estimated cost for all goods and services. Within ESP, quotes can be [generated within the Projects](#) area or [requested directly by customer](#) via their portal.

An [invoice](#) is essentially an itemized bill that you, the distributor, sends to the customer. Invoices can be generated from the order or created as a standalone order document within the project.

### Related Content

- [Start a Quote](#)
- [Create an Invoice](#)