



# Infor Configure Price Quote

## An advanced CPQ solution for complex products

As a manufacturer or distributor of highly configured products or solutions, you face a variety of business challenges, including shifting demands. Customers today expect an unprecedented level of customization—with prices and service to match. To be successful, you need to increase the effectiveness and efficiency of your sales, manufacturing, engineering, and marketing.

Give the power of advanced configure-price-quote (CPQ) technology to your entire network through Infor® Configure Price Quote (CPQ). With this image-driven, easy-to-use solution, you'll guarantee one vision from order to delivery—and be able to cut costs and boost profits.

Whether you're creating complex products or forming component kits, your sales force, partners, and distributors will have the tools they need to provide the ideal buying experience to customers—one that's fast, accurate, visual, and collaborative. Become a preferred vendor in your industry—and shift more resources to innovating with Infor CPQ.

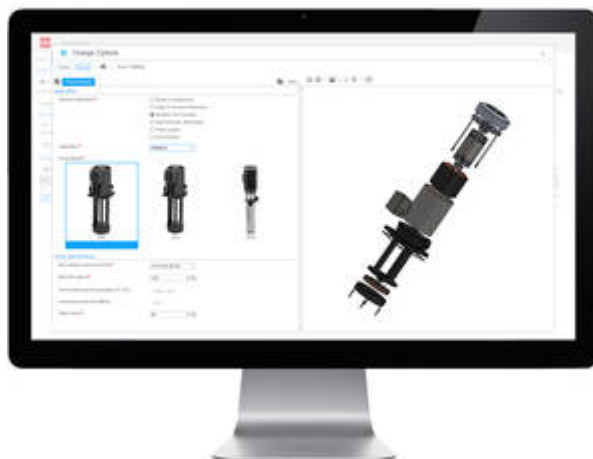
## Powerful benefits for any product industry

With Infor CPQ, you'll be able to:

**Extend CPQ to your dealers and distributors**—Your entire sales network can generate accurate quotes and proposals that take advantage of 2D and 3D images for faster ordering and customer confirmation.

**Increase sales and order add-ons**—Use our robust Infor Sales Portal to show all available options, including dealer-specific accessories and services.

**Reduce cost-per-order**—Eliminate manual entry for sales order details, bills of materials (BOMs), and routings for all potential product combinations.



### **Improve accuracy and customer satisfaction**—

Shorten your turnaround times and wow customers with precisely customized deliverables.

**Differentiate your brand through innovation**—With exact technical specs and images, engineering can focus on innovating, and marketing can quickly roll out new products and options to customers. Through a simple click in the visual catalog, customers can easily find and select product preferences.

### **Quickly turn new hires into product experts**—

Customers and sales reps use an easy, guided quoting process, replete with technical specifications that quickly navigate them to desired selections.

### **Accelerate the documentation process**—

Automatically produce BOMs and instructions, then send them directly into your ERP system and generate detailed proposals to send to your customers.

**Integrate with your enterprise resource planning system**—Add the power of visual renderings and CPQ technology to Infor ERP systems (Infor LN, Infor M3, Infor CloudSuite™ Industrial (SyteLine)), Oracle® E-Business Suite, Microsoft® Dynamics AX, and many other ERP solutions.

## Increase sales

With Infor CPQ, you can give your sales channels and customers powerful capabilities to address all specific requirements. Anyone who sells and buys your products will be able to quickly and easily find the exact configuration of available options.

**Boost sales performance.** Significantly reduce the learning curve for new sales reps, so they can quickly attain better quote-to-order ratios. You'll be able to capture the best sales strategies of your experienced sales reps and share this knowledge with less experienced sales people, who can successfully guide a buyer through various options and ultimately make the sale.

**Become your dealers' favorite.** Make it easy for retailers and other distributors to quote their own product add-ons and services in order to present a single integrated quote to the customer. You'll become the easiest brand for them to sell. As a result, your distribution channel can help you reach more customers and deliver a better combination of products and services.

**Let customers see their orders right away.** Provide your sales team with visualization tools to use in the ordering process, so customers see clear 2D and 3D images of their configured orders. By enhancing the buying experience with personalized renderings of the final product, you'll enhance sales.

**Accelerate new product introductions.** Manage transitions quickly and easily as you create new product offerings. You can roll out new features and pricing electronically and according to your exact plan. You can also introduce minor product and price changes at any time to incorporate new innovations or adapt to new market demands.

**Upsell more effectively.** Sales reps receive tools to help them offer high-margin accessories and features that improve the profit-per-sale. As the order is configured, reps can see the projected profit, so they can make suggestions that meet margin objectives and customer requirements.

## Reduce costs

With Infor CPQ, you can reduce costs and speed sales by improving order accuracy, automatically generating sales documents, and decreasing manual input for your team

**Deliver the perfect order.** Ensure customers have made all the necessary choices and that the order you submit to manufacturing arrives on time and is built to customers' exact specifications. By providing the perfect order, you'll avoid the time, effort, cost, and customer frustration caused by delivering the wrong product.

**Automate distribution instructions.** Dynamically create BOMs and kitted packing instructions on the fly, and integrate with your ERP system to store these instructions with the production orders. You can also generate 2D drawings and 3D models of products and assemblies to clearly show the final assembly area what to build. These dynamic instructions and drawings reduce errors that can creep into even the most impeccably run distribution process.

**Reduce labor requirements.** Dramatically reduce the labor required to fulfill an order. You'll be able to create a rules-based BOM process to avoid labor-intensive creation of thousands or even millions of "star parts" with all possible combinations of product choices. Because the distribution instructions are recorded only once, you can introduce product innovations more quickly and eliminate the production of price books. In addition, you won't need to rekey orders into your ERP system since they were already configured in the quote system.

## Strengthen your brand

With Infor CPQ, differentiate your company from competitors. Make the ordering process smooth and enjoyable for customers, while increasing efficiency and accuracy. By delivering exactly what the customer ordered—on time—your sales channels will be able to sell more products, increase after-sales service, and generate repeat business.

**Innovate faster.** Customers prefer manufacturers that provide innovative features that meet their needs. Infor CPQ helps you accelerate the pace of innovation. Instead of low-value-add, repetitive selling assistance, engineering and marketing can focus more on high-value-add innovations in products, styles, services, and features.

**Create a consistent buying experience.** Customers interact with various people on your sales team when ordering. Whether they're exploring on the web, picking features on an iPad® in a retailer's showroom, or talking with a sales rep on the phone, Infor CPQ solutions ensure your products are represented the same way, every time. When your sales, field, and customer service teams work together, customers are reassured of your company's enduring quality.

**Deliver quality—again and again.** Customers switch brands when an order is late and doesn't reflect the desired configuration. Infor CPQ makes it possible to attain the same level of quality for your make-to-order (MTO) and engineer-to-order (ETO) products that customers expect from off-the-shelf products. First, Infor CPQ accurately captures customer requirements and presents them for confirmation. In addition, the solution automates the creation of the BOMs and distribution instructions to build each product, and can send them directly into your ERP system.

## What you get

### Intuitive product configuration engine

Capture knowledge about your customizable products once, and then share with dealers and your sales force—on any device—to make selection and configuration intuitive and error-free. You can deploy the configurator for a specific function, or across all your applications and computing platforms.

### Comprehensive quoting and ordering system

See what you're customizing during quoting and ordering with detailed visualizations. You'll be able to abandon sales manuals, spreadsheets, and disparate software. Plus, you'll be able to quickly train new sales people and extend this powerful visualization to dealers, distributors, and customers.

### Auto-generated 2D and 3D product imagery

Bring your highly detailed products to life for customers, by allowing them to immediately confirm the product, its features, and add-on options. With 2D and 3D imagery, you'll be able to reduce order errors, accelerate design and delivery, and generate configuration-specific outputs for future use. In addition, you can use CAD technology to automatically generate configuration-specific models, drawings, and manufacturing information.

**“Besides allowing us to handle significant sales growth without adding resources, it has helped us move to the next level of professionalism in our selling process. We couldn't be happier with Infor Configure Price Quote.”**

**—Tom Evans, VP of sales,  
Great Plains Manufacturing**

### Automated documentation

Deliver personalized proposals, submittals, and other sales documents with unprecedented ease. Generate personalized documents that include product information and images on demand from virtually any application—on-premise or in the cloud.

## Specialized by industry

Infor CPQ delivers industry-specific functionality for manufacturers and distributors of custom products, including:

### Aerospace maintenance, repair, and overhaul (MRO)

Quickly refurbish or produce custom parts for commercial airlines, smaller regional airlines, charter companies, military organizations, and private and business aircraft owners.

### Agricultural equipment

Increase accuracy to better manage seasonal demand, international competition, and materials costs.

### Distribution

Enjoy deep support for visual catalog selection, kitting of multi-product solutions and systems, and the ability to configure orders specific to extensive promotion requirements.

### Doors and windows

Profitably manage as-promised complexity, while conquering shifts in demand, regional preferences, and the singular challenges of door/window distribution.

**Fashion embellishment**

Get a handle on your thousands of jewel, embroidery, and fabric combinations—and turn them into a competitive strength.

**Furniture**

Counter intense price competition and regulation with accuracy and innovation that can help you sell more custom household and office furniture.

**Heating, ventilation, and air conditioning (HVAC)**

Use product configuration to help alleviate energy consumption and refrigerant regulation challenges, whether you're an HVAC manufacturer or a distributor.

**Medical devices**

Use CPQ to be more competitive and successfully navigate your product liability, patent, and IP concerns.

**Plastic fabrication**

Increase sales, accuracy, and configured product innovations, despite fluctuating crude oil prices and interest rates.

**Printing and packaging**

Use configure price quote to boost your business, despite declining demand and do-it-yourself alternatives.

**Pumps and meters**

Perfect your company's ordering and configuring, while more effectively juggling flow, diameter, and mounting combinations.

**Vehicles—specialty and marine**

Cut your costs and increase sales—whether you manufacture fire or rescue vehicles, commercial buses, or marine vehicles.

## Streamline complex manufacturing

In today's market, both customers and distributors expect highly customized products quickly, accurately, and cost-effectively. Infor Configure Price Quote can help you provide an experience that builds loyal brand advocates. This robust solution is tailor-made for the business of tailor-made products, and will give your extended team members the power of visual, accurate, and fast ordering—at their fingertips.

*To see customer videos and case studies, please visit our customer page:*

[www.infor.com/customers/inforcpq](http://www.infor.com/customers/inforcpq)



641 Avenue of the Americas  
New York, NY 10011  
800-260-2640  
infor.com

## About Infor

Infor is fundamentally changing the way information is published and consumed in the enterprise, helping 73,000 customers in more than 200 countries and territories improve operations, drive growth, and quickly adapt to changes in business demands. To learn more about Infor, please visit [www.infor.com](http://www.infor.com).

Copyright© 2015 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. This document is provided for informational purposes only and does not constitute a commitment to you in any way. The information, products and services described herein are subject to change at any time without notice. [www.infor.com](http://www.infor.com).

INF-1456747-EN-US-0415-3