

Cincom CPQ™ Solution Configurator

Guide sales reps and customers through selection, configuration and pricing of customizable products or services. Generate all information needed to drive rapid fulfillment.

What if you could capture detailed product and service knowledge from your best people and embed it within all of your information systems, including CRM, ERP, ecommerce and others?

What would it mean to your sales effectiveness if that knowledge could be used across all of your channels to quickly and accurately make the “perfect fit” with each customer’s unique needs?



The power of CPQ in your dealer's hands.

What would it mean to your margins if it could be used to drive cross-sell and upsell opportunities?

What would it mean to customer satisfaction if it could be used to dramatically speed fulfillment?

And what would it mean to your profitability if all of that could be done with less sales support from engineering and marketing?

With the Cincom CPQ Solution Configurator, you can do all that and more.

As the core component of Cincom’s multi-channel configure-price-quote platform, the Cincom Solution Configurator™ is much more than just a product configurator—it’s a comprehensive guided selling system driven by a highly flexible business rules engine to deliver the perfect buying experience.

Request a Demo at:
Cincom.com/CPQDemo

DATA SHEET

Use for:

- All stages of product selection, configuration and pricing
- All of your CRM, ERP, e-commerce and custom applications
- All of your sales channels
- All devices—both mobile and desktop

Benefits:

- **Make every buying experience a great one.** Guide customers through selection and configuration of exactly the right solution.
- **Ensure configuration and pricing accuracy.** Ensure that only valid configurations are produced, and automate feature-based pricing.
- **Streamline fulfillment.** Automate the generation of all solution-specific information needed to drive manufacturing or service delivery.
- **Make going mobile a breeze.** Give your salespeople role-based user experiences that work perfectly on any mobile device or PC.

Features

Guided Selling and Configuration Services	<p>Deliver a complete, role-tailored user experience within any application on any mobile or desktop device.</p> <ul style="list-style-type: none"> • Guided product selection and guided cross-sell/upsell helps drive larger orders and higher margins. • Product/service configuration makes the “perfect fit” with customer needs. • Dynamic feature-based pricing quickly and accurately calculates the proper price, discount and margin based on any number of factors. • Dynamic visualization provides confirmation that the configured product is exactly what the customer expects. • Dynamic device-independent user interface tailors the entire user experience to the specific device, user, role or language. • Interactive and background modes supports both real-time user dialogs and asynchronous tasks to optimize system responsiveness.
Configured Output Generators	<p>Automate the creation of a wide range of deliverables for use in customer proposals and submittals, and to drive fast, quality production once the order is placed.</p> <ul style="list-style-type: none"> • Manufacturing and project information generators create detailed data about the configured product or service. Outputs can include sales bills of material, manufacturing bills of material and route and project work breakdown structures. • Drawing and model generators create engineering design information about the configured product. Outputs can include dimensionally correct, configuration-specific 2D drawings and 3D models*. • Custom generators using extensible APIs can leverage third-party software to produce any type of output associated with as-configured products or services. For example, performance curves for pumps or fans or custom print layouts. <p>* May require customer-specific CAD integration.</p>
Management Studio	<p>Capture and manage product, pricing and sales knowledge. Create tailored user experiences for salespeople and customers.</p> <ul style="list-style-type: none"> • Model Builder provides a highly intuitive environment for developing and maintaining product, service and solution configuration models as well as all types of guided selling, scripting, complex pricing and other rule-driven processes. • Application Builder makes it fast and easy for non-programmers to create any user experience. • Testing and deployment tools ensure model and application quality and smoothly transition them to the production environment. Version control, test-case management, regression testing and a graphical “health check” analysis help verify model accuracy and gauge performance while ensuring that best practices are incorporated before publishing models.
Options Manager	<p>Enable product managers and marketing personnel to manage data, policies and assets associated with product features and options outside the rules model.</p>

