



Infor Configure Price Quote for HVACR manufacturing

Manage complexity

Like every manufacturer of configured commercial refrigeration and other heating, ventilation, and air conditioning systems, your business is under pressure from all sides. You face longstanding pressures like cyclical and seasonal demand. There's also new pressure on sales and margins from competitors and manufacturing in low-cost countries. On the supply side, fluctuations in material and component costs are a constant challenge. You also have to manage complex regulatory requirements for the use of refrigerants, the energy consumption of your products, and pollution from your manufacturing operations.

It's a complex, capital-intensive business and there's only one way to keep up—increase the efficiency and effectiveness of your operations, sales, and marketing. Infor® Configure Price Quote (CPQ) gives you capabilities to manage the complexities inherent in manufacturing and selling configured refrigeration and HVAC equipment, so you increase revenue, cut costs, and strengthen your brand.

Increase sales

Infor CPQ will give your sales force, manufacturer's reps, and distributors the powerful capabilities they need to increase the business they quote and the orders you win. Everyone working in your complex sales channel will have the tools they need to quickly and easily find the exact product configuration that meets a customer's requirements.

Boost sales performance. Infor CPQ can significantly reduce the learning curve for new sales reps, so they demonstrate the engineering knowledge about your products that customers expect. You'll be able to create a streamlined selling approach to successfully guide a buyer through all the options and make the sale to improve your quote-to-order ratio.

Make it easy for distributors. Infor CPQ makes it easy for distributors and outside reps to quote their own product and service add-ons, so they present a single

integrated quote to the customer. They'll be able to use a 24X7 self-service online order configuration and management system to reach more customers and deliver a better combination of products and services.

Let customers visualize their order. Infor CPQ gives your sales network the tools to show customers detailed images of available options, final orders, and relevant information such as energy efficiency.

Better manage product innovation. Infor CPQ helps you quickly and efficiently develop new products to meet marketplace and government demands for technical innovation. You can roll out new products, options, and pricing electronically according to your exact plan. You can also roll out minor new product and price changes at any time to incorporate new innovations or adapt to new sales strategies.

Upsell more effectively. Sales reps receive tools to help them offer high-margin options that improve the profit-per-sale. As the order is configured, even the newest reps are able to see the projected profit, so they make timely suggestions that meet your margin objectives and customer requirements.

Reduce costs

With Infor CPQ, you'll reduce costs and speed sales by improving order accuracy, increasing equipment utilization, and better managing the cost of materials, subassemblies, and components.

Deliver the perfect order. Customers can use Infor CPQ to visually confirm the configuration for their refrigeration, heating, or air conditioning system when ordering, which ensures the submitted specifications are precise, on time, and accurately quoted. Avoid the effort, cost, and customer frustration caused by incorrect deliverables.

Automate manufacturing instructions. Infor CPQ dynamically creates bills of materials (BOMs) and manufacturing instructions that can seamlessly integrate with your enterprise resource planning (ERP) system to store these instructions for the production

orders. You can also have the system generate 2D drawings and 3D models of products to clearly show the shop floor what to build to increase yield and reduce scrap. These dynamic instructions and drawings eliminate errors that can creep into even the most well-run manufacturing operation.

Reduce labor requirements. With Infor CPQ, you can dramatically reduce the labor required to fulfill an order, and you won't need to rekey orders into your ERP system after they've been configured in the quote system. You'll be able to create dynamically a rules-based bill of materials process to avoid labor-intensive creation of thousands of configured part numbers. Because the manufacturing instructions are recorded only once, you can introduce product innovations more quickly. In addition, pricing and product descriptions are part of the Infor CPQ sales interface, so you can streamline the production of price books.

Strengthen your brand

With Infor CPQ, you can differentiate your brand by automating operations to accelerate delivery, increase accuracy, and provide more high-value consultation. You'll make ordering smoother for customers, while streamlining complex manufacturing and internal processes to supply exact orders—on time.

Innovate faster. You'll strengthen your brand when customers see you offer more technical innovation than your competition.

With Infor CPQ, you'll be able to free engineers, product designers, and other technical professionals from low-value add, repetitive selling assistance. As a result, they'll spend more time developing innovative new products that take advantage of government incentives and customer demand for more energy-efficient models and new systems like geothermal.

Create a consistent buying experience. Customers interact with various people in your company when ordering. Whether they're browsing online, choosing features on a tablet with a distributor, or talking with customer service via phone, Infor CPQ ensures products appear the same way, every time. When your sales and customer service teams work together, customers are reassured of your company's quality and consistency.

Deliver quality. Delayed or inaccurate deliverables may drive customers to competitors. Infor CPQ helps achieve the same level of quality for configured refrigeration and HVAC systems that customers expect from mass-produced products. First, Infor CPQ perfectly captures the requirements and presents them for customer approval. The solution also automates the creation of the bill of materials and manufacturing instructions for each product, which are sent directly into the ERP for production.

Companies that specialize in manufacturing configured refrigeration and HVAC equipment can use Infor CPQ to increase sales, reduce costs, and differentiate their brand.



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INF-1462368-EN-US-0315-1