



Infor Configure Price Quote for make-to-order plastic fabrication

Manage volatility

In configured plastic product fabrication, effectively managing volatility is what drives your success. Organizations face frequent and significant fluctuations in the price of crude oil and other materials, as well as swings caused by changing economic conditions, interest rates, and seasonal factors. Complicating matters are other pressures, such as the need to offer a more varied product line and the goal of bringing products to market faster through a complex distribution channel.

Overcoming the inherent volatility and complexity in plastic fabrication isn't easy. But the right tools can increase the effectiveness and efficiency of your sales, manufacturing, engineering, and marketing teams. Infor® Configure Price Quote (CPQ) has been designed to help manufacturers of configured plastic products increase sales, reduce costs, and strengthen their brand.

Increase sales

Infor CPQ gives your sales force and distribution channel powerful capabilities to increase the business you quote—and the orders you win. Everyone selling your products will have the tools they need to quickly and easily find the exact product configuration that meets customer requirements.

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

Make it easy for distributors. Infor CPQ allows distributors to quote their own product add-ons and services, so they can present a single integrated quote to the customer. With more flexible and easy-to-use capabilities, distributors will want to work with your

company—you help them reach more customers and deliver a better combination of products and services.

Help customers visualize their order. Infor CPQ gives your sales team visualization tools to use in the quoting process so customers can see realistic images of the available options and their final order. Sales reps also will be able to display other relevant product information to help in the selection process.

Better manage product innovation. Infor CPQ can help you quickly and efficiently develop new products for existing applications and innovative new applications. You can roll out new products, options, and pricing electronically and according to your exact plan. You can also continuously 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 new reps are able to see the projected profit, so they can make timely suggestions that meet overall margin objectives and fulfill customer needs.

Reduce costs

With Infor CPQ, you can reduce costs and speed sales by improving order accuracy, better utilizing your equipment, and better managing material costs.

Deliver the perfect order. Infor CPQ allows you to ensure that your customers have made all the choices they need and that the order you submit to your manufacturing team reflects the exact configuration, is on time, and delivers the expected costs. Use Infor CPQ to help produce the perfect order and you'll avoid the time, effort, cost, and customer frustration caused by delivering the wrong product.

Automate manufacturing instructions. Infor CPQ dynamically creates bills of materials (BOM) and manufacturing instructions on the fly, and can integrate with your ERP system to store these instructions with

production orders. You can also have the system generate 2D drawings and 3D models of products to clearly show your production team what to build so you increase yield and reduce scrap. These dynamic instructions and drawings can eliminate a substantial number of errors that can creep into even the most well-run production process.

Reduce labor requirements. With Infor CPQ, you can 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 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 eliminate the production of price books. And 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, you can differentiate your company from competitors by using technology to shorten cycle times, increase order accuracy, and give more higher-value consultative customer support. You'll make the ordering process smooth and hassle-free, while increasing the efficiency and accuracy of internal processes, so you can deliver exactly what the customer ordered—on time.

Innovate faster. You'll strengthen your brand when customers see you offering more creative ideas for

features and applications than competitors. Infor CPQ helps you accelerate the pace of innovation by freeing up engineers, designers, and other technical professionals from selling. Instead of low-value-add, repetitive assistance, they can focus on higher-value tasks.

Create a consistent buying experience. Customers interact with various people on your extended team during ordering. Whether they're exploring on the web, picking features on a tablet with a distributor, or talking with customer service on the phone, Infor CPQ ensures your products are represented 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. Incorrect or delayed orders may drive customers to the competition. Infor CPQ makes it possible to attain the same level of quality for configured plastic products that customers expect from mass-produced products. First, Infor CPQ perfectly captures the requirements and presents them for customer approval. Second, CPQ automates the creation of the bill of materials and manufacturing instructions for building each product, and is able to send the information directly into the ERP system to produce.

Infor Configure Price Quote can help manufacturers of configured plastic products increase sales, reduce costs, and differentiate their brand.



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INF-1462364-EN-US-0315-1