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Configure-to-Quote

Summary

Manufacturers and distributors continue to look for ways to create an efficient sales cycle while maintaining and increasing market share and revenue. With large product ranges, complex configurations and decentralized information, many manufacturers and distributors face error-ridden and long sales cycles.

Companies can achieve accurate and speedy configuration, pricing, and quoting with powerful configuration and quoting tools that assist the sales rep, dealer, or distributor through the sales process.

Signature's Configure-to-Quote platform centralizes product rules, data, and pricing, and empowers the user and company to sell easier and better.

Overview

Learn more about:

- What Configure-to-Quote is

- Why companies are looking for a sales solution and what to look for in a platform

- Signature's unique features and benefits

- Best-in-class Configure-to-Quote practices

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Challenges & Bottlenecks

As budgets remain tight yet the pressure for the sales team to deliver increases, companies need a way to cut out inefficient and time consuming tasks and create an effiecient and successful sales cycle.

If your company struggles with any or all of the following challenges, a Configure-to-Quote platform may be just the solution!

- Incorrect orders with unfeasible options
- Long & inaccurate quoting process
- Loss of potential sales due to inept up-selling and cross-selling
- Inefficient post-sales services
- Decentralized and scattered product data
- Hard to edit or add product configurations

| Features	Benefits
Rules-driven Product Configuration that handles complex products and options	**Empower sales team** and **create error-free quotes** with expert knowledge at their fingertips
Unlimited product-specific data, imagery and documents; Easily attach to proposal	**Centralize data** in one source and **automate time consuming tasks.**
Quotation Generation with manual discount levels and itemized BOM	**Standardize and optimize pricing;** ensure accurate discount and margin levels
Interfaces with Salesforce, Oracle, SugarCRM and more; integrates with CRM and ERP	**Streamline business processes;** interfaces with CRM and ERP
Stand-alone platform or integrate with IT infrastructure, inventory, and pricing platforms	**Live and up-to-date selling info** from one source, view pricing, inventory and quote!
Built-in cross-sell & up-sell options of accessories, kits, and replacement parts	**Increase revenue** as the software automatically suggests correct cross-sell, up-sell options
Interactive and dynamic e-Catalog with Guided Selling	**Easily and quickly find relevant product** with built-in hierarchy and representative imagery
Spare part diagrams and interactive ordering process for replacement parts	**Increase after-market revenue** and improve efficiency in post-sales process

Configure-to-Quote
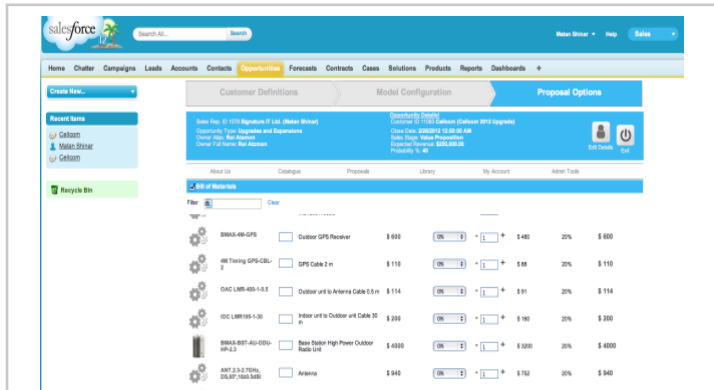
The Flow: 4 Easy Steps from Configure-to-Quote
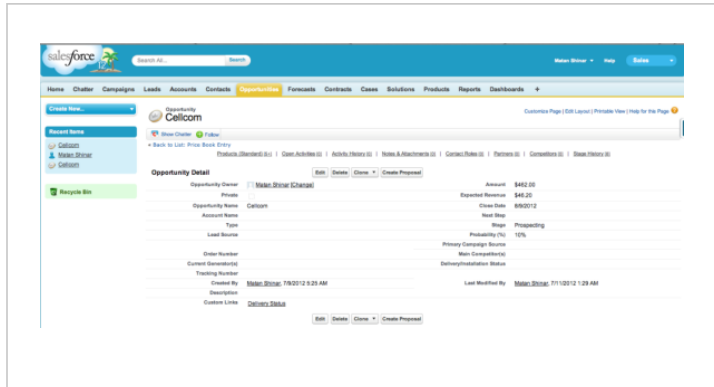

Select Assets

Access relevant account or "opportunity" from within the native CRM or directly in the quotation platform
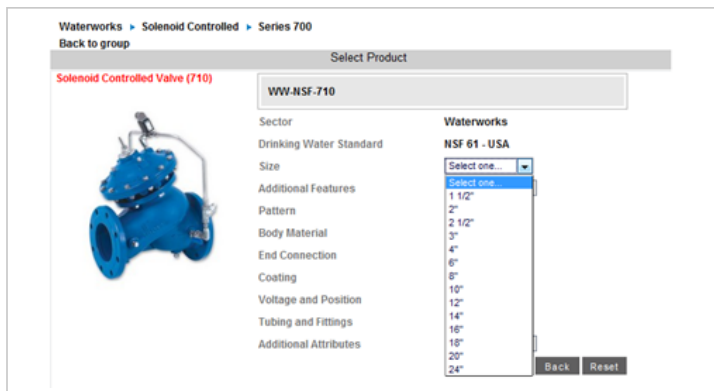
Configurator

User is given step-by-step guidance to define the product based on the feasible options. Learn more about configuration!

Quote

View BOM, discount levels, margins, and pricing options. Suggest relevant up-sell and cross-sell options.
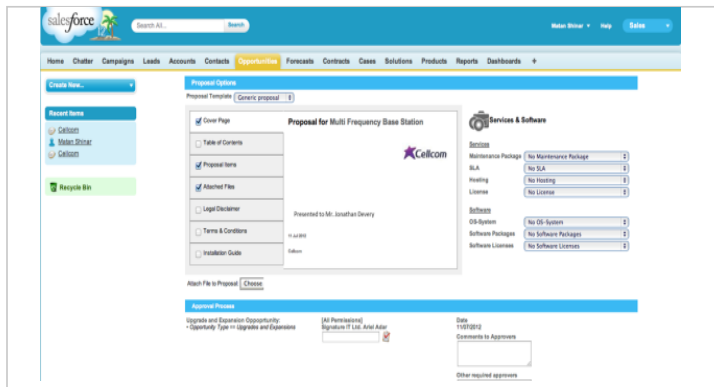
Approval Process

Initiate workflow and approval process. PDF, email, save or send to CRM! Easily attach associated documentation, submittal and imagery.

What can you expect in a best-in-class Configure-to-Quote platform?

Flexible Online Catalog
An online catalog guides internal and external users to interactively select products live and on-demand. It allows fast and efficient roll out of new products, and empowers the company to easily manage product data online.

Product Configurator
A successful configurator handles multiple dependency levels, user-based requirements, and allows for easy up-keep; it integrates with ERP and CRM to create efficient processes. Signature-IT are configurator experts!

Guided Selling and B2B e-Commerce Capabilities
Make sure the user is guided to the correct product, offer product comparison, up-sell and cross-sell options! Strengthen relations and shorten the sales cycle by allowing dealers, distributors, and key accounts to order or request a quote.

Versatility for Internal and External Users
With flexible access control, whether it's a potential lead or an employee, the same platform can be used for multiple needs. It's important to have a platform that can grow with the company.

Quotation Generation
Directly from within the configuration platform, and integrated with CRM, the Configure-to-Quote allows for the complete sales cycle to be streamlined and centralized, decreasing errors and increasing revenues.

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Signature-IT offers a unique cloud-based solution to manufacturers and distributors who are seeking an innovative solution for their sales and quoting needs.

Working on an a SaaS model, Signature also offers catered professional services to ensure a successful implementation of the platform.

Learn more about how Signature's Configure-to-Quote platform can help your business.
Contact us now, at sales@signature-it.com

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