



Driving  
a Rapid  
ROI with  
Experlogix  
CPQ



Sep Oct Nov Dec



**Navigate today's sales environment and discover how CPQ can help your company save money.** Improve your bottom line, increase customer satisfaction and generate **real ROI** through the multiple benefits that Experlogix CPQ can bring to your business. CPQ software can help your company run with fewer resources and help your team do more with less.

### **Eliminate Errors & Rework**

- Customers report a 33% reduction in costly customer quote errors and rework
- Accurate pricing models for complex product configurations
- Improve customer satisfaction and loyalty

### **Gain Additional Revenue**

- Customers report 75% quote time reduction
- 100% accuracy, leading to dramatic gains in revenue
- Shorten the sales cycle and quote time reduced from hours to minutes
- Win more business over your competition
- Up-sell and cross-sell options deliver more revenue to provide a total solution proposal

### **Help Your Sales Team Spend More Time Selling**

- Empower your sales reps and partners to spend less time quoting and more time selling
- Reduced training time and faster onboarding for new sales reps
- Decrease quote time and increase quote volumes

### **Reduce Material Costs**

- Improved forecast visibility helps to drive lower purchasing costs with suppliers

### **Maintain Data Integrity**

- Assures accuracy and consistency of data over its entire life-cycle
- Better visibility into inventory and spend less time maintaining systems and more time improving the business.

### **Pricing & Discounting**

- Handles the most complex pricing and discounting rules with ease
- Delivering an accurate price at the highest possible margin each time

### **Guided Selling**



- Flexible User Interface with powerful rules engine helps to reduce quote time



33%

Reduction in Quote  
Errors & Rework

100%

Order  
Accuracy

75%

Reduction in  
Quote Time

</>

No Programmers  
Needed

## Create Bill-of-Materials & Route Steps

Gives product managers and engineers the ability to define component relationships that drive unique combinations of parts, materials, sub-assemblies, routings or lean schedules.

## Seamless Integration into CRM & ERP Systems

CRM, ERP and portal users can transition seamlessly to CPQ screens that look and feel exactly like your host application, making training easy and keeping adoption rates high.

## Visualization

- Helps show realistic products for improved customer visualization and faster sales of the final product
- Reduces the chances of last-minute order changes and costly rework once production has started or has been completed

## Portals

- Enables you to expand sales to the web within a portal to help customers, prospects and dealers configure custom products and services
- Improves pipeline visibility, increasing customer satisfaction and business growth



**Full Integration with NetSuite**



**Cloud & On-Premise Options**

# ROI FOR THOUGHT LEADERS



## Sales

Configuring complex quotes and orders can be time-consuming and prone to human error. A CPQ system guides sales reps to accurate equipment configurations, improves profit margins and ensures a smooth transition to manufacturing production processes.



## Production

An error during the order entry process slows production and delays deliveries. More than ever, 100 percent accurate orders are critical to maintaining on-time deliveries, improving profits and increasing customer satisfaction.



## Distribution

Sales portals deliver unassisted quote and order configuration to channel partners, placing the right product, price and promotion to the right dealer at the right time.



## Engineering

Demand for reduced lead times are driving design engineers to deliver flexible designs in a timely manner. Real-time feedback from customers, dealers and sales teams are critical to deliver enhancements faster than competitors.



## Purchasing

Tight collaboration with dealers and visibility into dealer channel quoting provides real-time forecasting which enables manufacturers to negotiate better pricing from its suppliers.



## Service

On-going service and preventative maintenance contracts are critical to innovative profitability. Collaboration with dealer/distribution networks ensures customer satisfaction approval ratings.



# CUSTOMER ROI



"We've seen our time-to-quote reduced from as much as 2 days down to 5 minutes."

... Hands-On Labs



"We've seen about a 50% improvement in time-to-quote. And accuracy in quoting has also improved about 50%."

... HITACHI



"The system is very flexible, easy to use, and reliable for our global sales teams — and has already returned more than a 100% return on investment."

... HUSKY



"The quoting time for configuring doors at our dealers has gone from one or two days to just a few minutes and has helped us increase our sales win rates."

... Martin Door



"We've cut product configuration time by 75%."

... MCF



"Experlogix has helped us increase each salesperson's annual sales revenue by over \$200,000."

... James M. Pleasants



"Since going live, we have seen an increase of 30% in order processing speed."

... Ludowici



"We figure the system will annually save us \$250,000 in improved efficiencies and reduction of errors."

... Reliance

## What is CPQ?

Configure Price Quote, commonly known as CPQ is a software solution that enables companies and their customers to quickly and accurately generate quotes and orders. CPQ solutions often work together with CRM and ERP platforms and other business technology, which helps establish data integrity and order accuracy. CPQ software is designed to help accelerate the quoting and proposal generation process, eliminate mistakes and easily guide users through the most complex pricing and quoting scenarios.

## Why Experlogix CPQ?

Experlogix is an award-winning CPQ solutions for Salesforce, providing a complete quote-to-order-to-manufacture experience across the enterprise. Experlogix empowers sales reps to deliver complex proposals derived from thousands of potential product and pricing rules, with the option to automate multi-level production orders when the business is won. Experlogix is recognized worldwide as a global leader in Configure Price Quote (CPQ) technology with hundreds of customers in a variety of industries.



Want to see how Experlogix has transformed the sales process for companies like yours?



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