

## Product Configurator

➔ Bring greater accuracy and performance to your order configuration process with a guided selling solution that helps to streamline the process of developing quotes, sales orders, and formal proposals quickly and easily.



### Be enterprising.

Staying competitive in today's global economy requires companies to operate with greater efficiency and responsiveness to customer needs, as well as ensuring products and services are delivered precisely as specified. The technology solutions and business processes to support these goals and objectives are critical to achieving success. The technology must be highly intuitive for the users to adopt, it must be able to accelerate the flow of business and ensure accuracy, and it must be adaptable to support each company's unique business model. Using Infor™ ERP VISUAL's Product Configurator, your sales force can correctly customize and configure your products, then quickly and easily create quotes and customer orders within Infor ERP VISUAL.

### Leverage experience.

Infor ERP VISUAL offers a product configuration tool for manufacturers of complex, highly configurable products with numerous standard and available options. Using a sophisticated configuration tool and compatibility engine, Product Configurator handles all requests for changes to the base specification through an easy-to-use interface. The configurator creates a product specification that has been fully checked for component compatibility and completeness.

Utilizing the same configuration logic engine, you can implement the rules-based configurator which allows for accurate point-of-sale customization, configuration, and pricing. Or for more complex, multi-level configurations, you can use the parametric configuration capability,

allowing for the setup and creation of bills of material and engineering masters, based on user-defined criteria. You can create a set of options and assign a series of complex formulas, which, in turn, define the possibility of custom parts, configured and priced based on the needs of your customer.

## Get business specific.

Product Configurator is a powerful engineering and maintenance tool that helps you manage product, data, and price information, as well as dimensionally configure your products' features and options. You can create engineering designs for complex engineer-to-order or configure-to-order products and define engineering rules for including, excluding, and combining features. The configurator with Infor ERP VISUAL allows you to automatically create quotes and bills of materials from an engineering design. You can also:

- Define complex, user-defined formulas for weight, quantity, and length calculations.
- Enter catalog numbers easily with product code nomenclature.

## See results now.

Product Configurator allows you to model the expertise of your most effective sales person or engineer into the configuration module and process, ensuring that every product or service quote is accurate and complete, increasing customer satisfaction and revenue. It can be easily set up to inform sales reps of up-sell and cross-sell opportunities, enabling the organization to deliver more value and increase your revenue.

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Contact your local Infor office regarding availability of products in your region.

