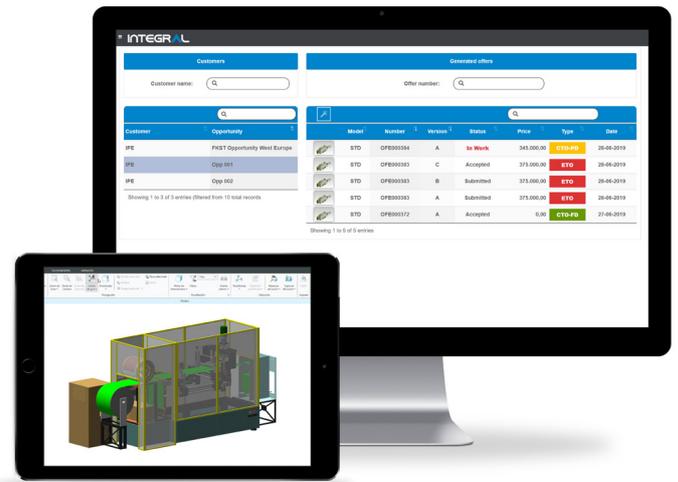## Offer to your sales team everything they need to increase sales

Selling complex or highly configured products is challenging. Your sales team needs to understand the customer's needs and translate them into a valid quotation that is attractive and profitable for your company.

ConfigWorx masters this complexity, so it will be much simpler for your team to configure, design and sell your products.

ConfigWorx offers options to configure, allowing your commercials without technical knowledge solve by themselves certain customer queries, with Engineering savings time.

What is ConfigWorx and how can it help your company?

ConfigWorx is a solution that allows you to create complete and automated commercial quotations with multiple possibilities and combinations. Once the order is placed, **ConfigWorx** generates a complete bill of material that can be sent to Windchill PLM, the ERP, and other systems.

It is a tool designed especially for the commercial department. The sales team can prepare quotations autonomously and simply, without the support of the technical department.

What does ConfigWorx offer to the sales department?

> **Understand the needs of your customers:**
Help your customers understand their needs and convert them into requirements can be used to calculate a personalized product configuration.

> **Capture your customers' requirements:**
Translate the purchase wishes and the requirements of non-technical products into the technical specifications of the product.

> **Recommend optimal products:**
Evaluate all the customer's needs and the relevant attributes of the product to find the optimal solution.

> **Provide sales arguments:**
Advise your client and build confidence in the products offered, turning potential customers into buyers.

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Automatically generate complete sales quotations

ConfigWorx is a sales configurator that, on a first level, configures quotations of CTO and ETO types by selecting artifacts (components) that assembled will constitute a machine or part of it.

This configuration will automatically generate a complete and accurate documentation, which the commercial team will be able to deliver to the customer.

If the customer approves the quotation, the sales person will ask the system to prepare the contract to start with the manufacturing process. In addition, the complete list of materials and even the 3D manufacturing drawings and models will be generated automatically.

In the moment that a quotation is generated, it has its versions, revisions, its cycle of approval and all this is recorded, so that the commercial department can then analyze how their quotations are in a very simple and visual way. Eventually, with **ConfigWorx** you get the quotation that best suits your customers' needs.

Capture the know-how of your best product experts

ConfigWorx's powerful commercial configuration engine captures the knowledge of your best product specialists and makes it available to your entire sales team.
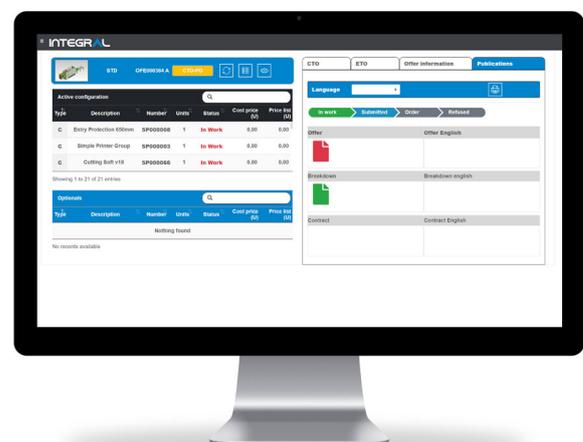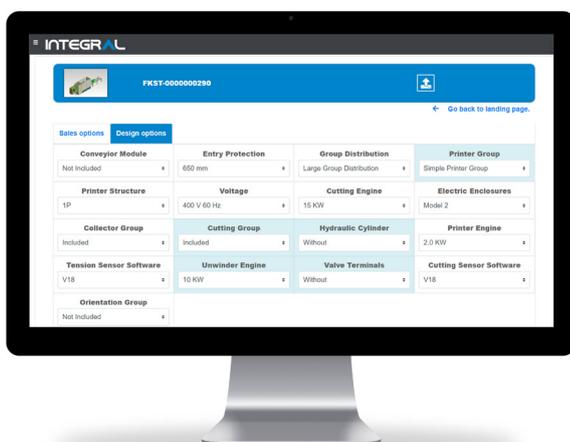
Even newly contracted commercials, distributors and partners can quickly offer the best solution without the help of experts in the field.

Save time, resources and money with the new commercial configurator developed by Integral Software Factory.

A faster quote process

In **ConfigWorx**, the detailed quotes with the supporting documentation are generated automatically. This accelerates the quotation process drastically and eliminates errors.

Get more information on how to generate sales budgets more quickly, without having to depend on the technical department.

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General specifications

Non-intrusive: ConfigWorx can be easily integrated into existing infrastructure and can use the current desktop systems without needing to make any changes, and more important, without affecting your productivity.

Fast implementation: ConfigWorx is a solution that requires minimum installation and configuration time.

Flexible: ConfigWorx allows different integration alternatives with PLM, ERP, CPQ and CRM systems, using Java API / Webservices.

Easy update: Fast and easy update.

How does ConfigWorx work?

- ✓ Access with your username and password.
- ✓ Create a new quotation for the customer.
- ✓ Choose from the available options.
- ✓ Add the chosen options.
- ✓ Automatically the costs and margins will be calculated.
- ✓ Get the quotation, the list of components and the displayable of the configuration made.
- ✓ You will be able to manage the entire sales process.
- ✓ Check your quotation history.
- ✓ Reconfigure the quotation.
- ✓ Automatic generation of material lists and manufacturing plans without engineering

ConfigWorx features

- Online configuration
- Guided product selection
- Multi device
- Multi language
- Generation of documents, quotations and orders
- Automatic calculations
- Management of the sale process
- Integration with other systems

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