CONFIGURATOR

Quote, sell and deliver complex, configured products with ease

Many manufacturers, driven by increased customer service, mass customization and lean manufacturing, are transitioning their operations from Make-to-Stock to Make-to-Order. They are also looking for ways to reduce sales costs, slash sales cycle times and increase order accuracy. To achieve these objectives, manufacturers need a solution that allows products to be configured to meet customer specifications.

GLOVIA G2 Configurator is a powerful, web-based product that enables you and your customers to create accurate sales quotes and sales orders for Make-to-Order, Assemble-to-Order and Configureto-Order products quickly and easily. Configurator is seamlessly integrated with GLOVIA G2 and has a flexible, rules-based configuration engine.

GLOVIA G2 Configurator delivers substantial benefits, including:

- Eliminating sales quote and sales order entry errors
- Decreasing quote development cycle times
- Reducing cost of sales
- Reducing unwanted inventory by focusing on configure to order instead of standardization.
- Increasing order and pricing accuracy
- Compressing Quote-to-Order cycle times
- Providing unlimited customer choice instead of limiting choice through standardization.
- Increasing customer satisfaction levels

Improve Sales Quote and Order Process

GLOVIA G2 Configurator allows you to improve your entire Quote-to-Order business process significantly. When your customers select a configurable product within GLOVIA G2 Customer Portal, Sales Quotes or Sales Orders, a powerful rules-based configuration engine is launched.

Whether your product requires complex calculations and rules or you simply need to guide your customers through the selection of compatible models, features and options, the GLOVIA G2 Configurator engine will make the process simple and easy to use.

After the product has been fully configured, Configurator automatically creates an individual Bill of Materials and routing based on the chosen product and options.

GLOVIA G2 Configurator features powerful estimating, sales quote and sales order functionality that includes:

- User defined data entry screens and controls
- Complete support for complex, multi-level product configurations
- The ability to produce estimates at project, quote, or line levels.
- Full version control
- Various pricing approaches including featurebased and cost-plus based pricing.
- Real-time validation of product configuration and option compatibilities
- Ability to identify both configured and nonconfigured items on a single quote/Order.
- Full product selection as well as guided selling capabilities
- 24/7 access via the internet

Quickly Guide Customers to the Right Product

For some manufacturers, the biggest challenge may not be product configuration. The biggest challenge may actually be how to help their customers find the right product. With a conventional catalog-based system, your customers face a time-consuming and frustrating search for the product they need which often forces them to use cumbersome item numbers, descriptions or product codes.

Configurator quickly guides your customers to the product they need using a query/response mechanism and an intuitive graphical interface. Your customers simply answer a series of questions or select images of the product they are looking for and the application rapidly guides them to the right product. Configurator helps you improve your customer service levels, while simultaneously increasing quote and order accuracy.

Increase Responsiveness and Slash Cycle Times

Configurator allows you to increase your responsiveness by compressing Quote-to-Delivery cycle times for customized products. By guiding customers through the configuration process, the application ensures that accurate product specifications and pricing information are captured first time around and that your customers have all the information they need to make a purchasing decision quickly.

Seamless Integration

Configurator is seamlessly integrated with other GLOVIA G2 applications including Sales Quotes, Sales Orders, and Customer Portal. The application automatically generates and stores the configured product structure, pricing, and routing information in the same GLOVIA G2 database and tables shared and used by all other GLOVIA G2 applications.