



# Infor CPQ Enterprise Quoting

## Win more business across your channels

In order to close complex sales quickly and accurately, you need a quoting and ordering system that provides a guided experience for selling configured and standard products through all of your channels, including dealers and distributors. Infor® CPQ Enterprise Quoting can make your sales process simple and straightforward, providing your teams all the tools they need to create an accelerated, optimal buying experience that's fast, accurate, visual, and collaborative.

### Empower your sales people to configure, price, quote, and order with confidence

Infor CPQ Enterprise Quoting guides salespeople to available items and configurable product features, options, and dimensions, while ensuring that configurations represent valid offerings. Product visualization helps your reps quickly confirm their products, features, and option selections during configuration. Dynamic pricing instantly produces a configuration-specific list price, dealer cost, and quoted selling price. Orders are automatically passed to your business system via enterprise integration.

With Infor CPQ Enterprise Quoting, you have a single point of control for sharing product, customer, and order information with all back office manufacturing and business systems, including collaborative demand and supply chain systems. As a result, you can be sure that everyone in your value chain is working with the most up-to-date information. The solution is easy-to-use, and you can quickly tailor the quoting and selling experience to your match your market and unique needs—with no assistance from IT. Detailed reporting and analytics provide your sales leaders with increased visibility into the performance of their direct and deal sales organizations.

### Benefits

With Infor CPQ Enterprise Quoting, you can:

- Arm your sales team with product expertise.
- Pursue more opportunities by accelerating the quoting and ordering process.
- Increase your deal size by recognizing up-sell and cross-sell opportunities.
- Protect margins by ensuring consistent application of pricing rules.
- Reduce selling costs by eliminating the need for paper quoting tools and catalogs.
- Differentiate your brand within your dealer network to put your products first.
- Support your growth plans by quickly training new sales staff and deploying consistent selling processes globally.

## Collaborate throughout your sales channels

You get fast and efficient communication throughout all levels of your sales channel—from customer to dealer and from dealer to manufacturer—with Infor CPQ Enterprise Quoting’s robust collaboration capabilities.

With Infor CPQ Enterprise Quoting, you can:

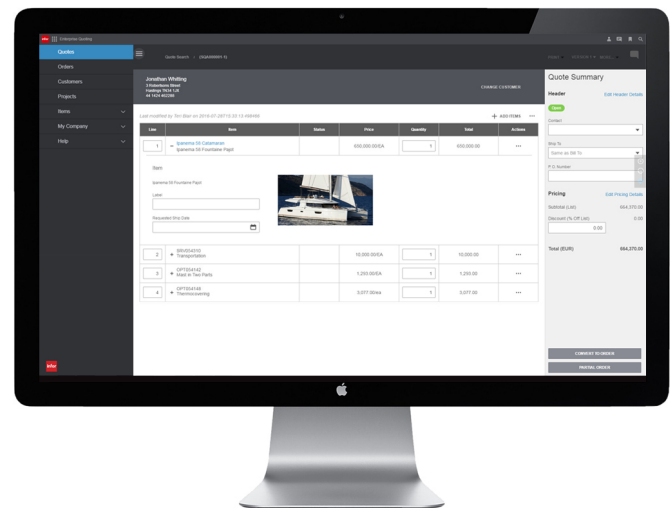
- Collaborate with your dealer sales network to win more business using export/import and Internet-based communication capabilities for RFQs, orders, and other transactions.
- Obtain status and process approvals for new product variations and/or unique pricing requests using collaboration capabilities.

## Take advantage of a platform designed for customer personalization

Infor CPQ Enterprise Quoting is built on a rules-driven platform designed for converged commerce quoting, so you can quickly and easily tailor EQ to meet the unique needs of your sales organization. The result is a solution that capitalizes on the competitive differentiators of your brand. The personalization tools within EQ represent business logic graphically, so they are easy to understand and change by administrators without a technology background. These rules are then layered to support extensions and protect those extensions in future upgrades to the core cloud solution.

## Easily integrate with enterprise and partner business processes

Infor CPQ Enterprise Quoting can be easily integrated with your enterprise and partner business processes. The cloud-based solution supports end-to-end process integration for opportunity to cash, design to customer delivery, and a complete procure-to-pay process. Via its integration layer, you get a single point of control for sharing product, customer, and order information with all of your back office business systems and partners. As a result, you’ll be able to create customer-facing experiences that improve your brand loyalty and increase your sales.



[Learn more about Infor Configure Price Quote >](#)



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641 Avenue of the Americas, New York, NY 10011

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