



Datasheet with
usage stories
on the different
applications CPQ
software offers

e-Con is working with the Dynamics database so closely that you could say that e-Con married Microsoft Dynamics. And because the way we work with Dynamics is so flexible you could literally configure anything. We'd understand though that it's hard to explain what configure anything is so this document sums up the 20 most common applications you could use e-Con for.

Quotations (sales configuration)	Calculations
Orders (product configuration)	Workflows
Guided Selling	Combining e-Con, ERP and CRM
Product Selector	Spare Parts
Project Configuration	Agreement and Contract Creation
e-Commerce	Service Contract Creation
Online Configuration	Service Order Creation
e-Con Portal	Document Generation
Offline Configuration	Printing Labels, Packaging, and Apparel
In-Store Configuration (Omni-channel)	Item Management

If you're facing a complex business challenge who isn't described here and you use Microsoft Dynamics AX, NAV and CRM we like to think along with you and see if we can overcome your complexity challenges as well. Feel free to contact to discuss your challenges with us, you find our contact details on the final page of this document.



Quotations (sales configuration)

e-Con CPQ equips salespeople to create fast and errorless quotes that can be converted instantly to orders. Our pricing engine works with real-time data from Microsoft Dynamics to calculate pricing based on chosen features, discount, margins, and calculation. Pricing and variations can be presented in a flexible way. You can establish professional, appealing sales documents with company branding, pictures, and other graphics.

Orders (product configuration)

When quotes are converted, they are saved directly as orders in Dynamics AX, NAV and CRM. All information and documentation needed for production/fulfillment are automatically generated with the order. There's no need to ask other departments to correct or add information; production or fulfillment can start within minutes of receiving an order. Our rules engine validates every detail in real time during the quotation process. Orders, BOMs, specs, routings, and more are instantly available, accurate, and current.

Guided Selling

e-Con offers an intuitive "smart" questionnaire that guides sales reps, resellers, and even customers through choices that ensure products and services are accurate and best meet customer needs. The questionnaire shows only relevant questions and options, and updates all information automatically. Prompts and alerts ensure users don't create impossible combinations. Instead, they can navigate efficiently through choices, with real-time visualization and pricing calculations, and assurance that results will be complete and correct.

Product Selector

In addition to custom product configuration, e-Con makes it easy to browse and search through large assortments via a 'smart' questionnaire. Our rules engine guides users through questions, analyzes all responses, and within seconds displays products that best fit specific needs.

Project Configuration

e-Con covers end-to-end configuration and calculation for complex projects, including materials, resources, project management, installation, trade costs, and all other costs. Work Breakdown Structure, (WBS) including project activities, can be configured and created in Microsoft Dynamics ERP.

e-Commerce

e-Con can be easily used together with an e-Commerce platform such as Sana Commerce or Magento. As part of a web shop experience, customers can tailor and personalize standard offerings with e-Con. Once the configuration is finished, e-Con closes, and the web shop basket is updated with all necessary information. Purchase and payment of goods are processed through the web shop, and all information sent directly to Dynamics.

Online Configuration

e-Con is web-based, so it's actually built for online environments. It can be run from any browser, platform, on many devices. Our UI can be tailored and adapted to any use scenario (such as portal, web shop, website) with responsive design, flexible templates, and many options for meeting your preferences and needs.



e-Con Portal

Self-service capabilities via the e-Con Portal deliver support 24x7 to your customers, business partners, and sales force. Users with appropriate access rights can also create quotes within the e-Con Portal and then push them to Microsoft Dynamics after approval. Portal functionality includes the ability to verify quotation status, review configurations, make new versions, and create documents.

Offline Configuration

The Offline Client application can run offline on portable computing devices, equipping salespeople to work effectively with e-Con if they're not connected in real time with Dynamics. If a salesperson does need to go offline, they'll work with the latest information and updates available, in near real-time. As soon as they reconnect with the server, all data synchronizes automatically across e-Con and Dynamics.

In-Store Configuration (Omni-channel)

Using e-Con on a tablet or touch device display, customers in retail shops can configure products and services themselves. The in-store experience can be tailored to your requirements; for example, visualization can show all options and variations in real-time, engaging customers to build what they want and move straight to purchase. e-Con integration with Dynamics makes fast, flawless transactions. With a push of a button, a quote can be converted to an order in Dynamics ERP, and payment processed in the Dynamics POS application.

Calculations

Companies that rely on huge Excel spreadsheets can benefit from moving calculation programs to e-Con. Users work only with a central version of the truth (Dynamics), results are saved automatically to Dynamics, and information can be accessed anytime, any location via the web. Our rules engine is designed to create and continuously update any and all calculations. Examples include cooling calculations, optimization algorithms, constructional calculations, thermodynamic calculations, and formula calculations.

Workflows

Dynamics is the major source for workflows, and e-Con is designed to work with them seamlessly. Our rules engine can trigger a workflow in Dynamics, working as part of the total business solution, for example, if it detects that certain order values are exceeded, a discount is given, engineering is needed, approvals required, and more.

Combining e-Con, ERP, CRM

e-Con works as a “smart bridge” between Dynamics ERP and CRM, in particular giving CRM users a complete, relevant view of product and service information from ERP. The combination of Dynamics ERP, Dynamics CRM, and e-Con speeds up complex calculations and quotations. e-Con takes all information about the customer, margins, terms and conditions, etc. from CRM, all product and pricing information from ERP, and writes data concurrently in CRM and ERP. For example, e-Con can create a quote in Dynamics CRM and at the same time, create the order, item, bill of material, and more in Dynamics ERP.



Spare Parts

e-Con can be used to efficiently order spare parts. Users can search by categories, by parts, or view an exploded BOM to make a spare parts selection. Spare parts can be ordered via Dynamics or externally for partners, resellers or distributors via a web portal or browser.

Agreement and Contract Creation

Contracts and agreements are almost always complex and time-consuming. Many elements are dynamic and depend on customer need, (financial) circumstances, timelines, regulations, and more. e-Con does the calculations and includes or embeds all elements in an agreement. Additionally, e-Con offers the ability to include or exclude dynamic specs, text blocks, and more.

Service Contract Creation

Within a service level agreement many parameters can influence service fee, such as response time, level of importance, type of customer, and the delivered product or service. e-Con enables users to quickly input specifics for parameters, then auto-calculates the correct service fee.

Service Order Creation

e-Con calculate all aspects of service orders and knows exactly when resource is needed, available and against which costs/prices. Our rules engine accounts for variables such as type of activity, specific resource, place of service, travel costs, and more. It can handle complex scenarios: for example, a repair is needed, the actuals parts are covered by warranty, but the installation time should be paid outside the contract.

Document Generation

Create and generate documents for any purpose (quotes, orders, contracts, terms, agreements, brochures, and more), then print in Microsoft Office Word, Microsoft Office Excel, PDF, CSV, TXT, XML, and HTML formats. Setup, storage, and versioning for Microsoft Offices templates is fully integrated so you can count on fast, error-free template setup with an intuitive wizard and testing tool.

Printing Labels, Packaging, and Apparel

e-Con gives companies printing labels, packaging or apparel a smooth, accurate flow for calculating prices with lots of variables. Our rules engine factors in setup costs, kind of printing or engraving, what colors, how much printing, where the printing should get, upload of the right logo, and more. Orders are “first time right,” with a clear overview of the actual price against the demanded quantities.

Item Management

e-Con can be used to create and update Master Data in a controlled and easy way. Where Dynamics ERP requires users to work with multiple forms to maintain Master Data, e-Con presents all relevant information in one screen with an easy flow or questionnaire. The rules engine automatically fills in existing information and indicates mandatory fields, eliminating double-data entry and ensuring new information is complete and correct.



About e-Con Solutions

- ✓ Working on Microsoft Dynamics since 1999
- ✓ Global ISV Serving 25+ Countries
- ✓ Experienced Microsoft Dynamics Team
- ✓ Microsoft Gold Enterprise Resource Planning Partner
- ✓ Microsoft Silver Application Development Partner
- ✓ Certified for Microsoft Dynamics

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