e-Con®
SOLUTIONS

Make custom your standard

Configure success with fast,
flawless quotes, orders,
documents, products, & services

Content

"With e-Con we've been able to reduce order processing time by more than half, from **48 hours per order to less than 24 hours**. And within 10 minutes after receiving an order, we can start with the production process."

Arco Bijsterveld, IT and Finance Director Larson-Juhl

LARSON·JUHL®

Introduction

When we read novels we like anticipating the final showdown. But at e-Con Solutions we know that in business time is money, so we're going to start with our final message to you. If you like what you read, keep turning the pages!

If you sell, produce, and deliver complex goods and/or services and use Dynamics 365 for Operations, we may have the right solution for you. e-Con helps you save time and money spent configuring quotes, proposals and orders, calculations, projects, any and all documentation; that's a glimpse. **You'll minimize error costs, labor, waste, and surprise expenses**. Think about it; do any of these indicators ring a bell for your organization? If so, diving into this brochure will pay off!

We mention Microsoft Dynamics 365 up front because it's key to the quality and innovation e-Con delivers. By **focusing solely on Dynamics 365 for Operations**, we can give you our full attention. Our teams include Dynamics 365 experts across 3 continents, each dedicated to developing, selling, and implementing e-Con as part of a total Dynamics 365 system. We also have a worldwide partner network bringing e-Con to many local markets. Results? Hundreds of customers who are proving that e-Con is the ideal choice for Dynamics 365.

Intrigued by the finale? We think you'll appreciate the full story. Happy reading!

"Let's start with an **intriguing** finale!"

Marijn van Poelje
General Manager e-Con Solutions

"We can **control our supply chain process** and trace operations in real time, so the company can improve all KPIs by multiples, including productivity, stocks, and delivery. e-Con's automation, ERP integration, and intelligence delivered a **6-month return on investment**."

İlhan ULAŞAN, Project Leader

StarGrup

Our promise to you

Balance cost, speed, and quality

Simplify quote-thru-order processes

Reach all channels and locations with one solution

Reduce waste, errors, and delays

Store and share **knowledge in your system**, not in peoples' heads!

Ensure **"first time right"** quotes, orders, proposals, calculations

"We can lay down an offer that our clients can't refuse, because we can count on the **speed and accuracy** of e-Con and its ability to integrate with other solutions. Working with e-Con, we'll have the **success we want** for many years."

Peter van Susteren, Operations Manager

VIOSTRAPPEN

Businesses that thrive with CPQ

CPQ solutions are most often used by companies engaged in manufacturing, distribution, and retail for custom goods, sometimes all within one organization. There's a lot to be configured, but e-Con's **rules engine** ensures speed and accuracy for quotes, orders, pricing, projects, contracts, master data, regulations, and more. There's no escaping **complexity**, and we may be the solution that helps you configure success with **flexibility** and **ease**.

Distributors

e-Commerce

Retail

Service Organizations

Make-to-Order Manufacturing

Project-Based Manufacturing

Distributors

Whether you deliver your own offerings, or purchase and sell to wholesalers and retailers, you may work with complex options and multiple channels. e-Con's real-time catalog **guides you through choices** and automates pricing, so suppliers receive accurate purchase orders that jump-start delivery.

e-Commerce

Take your site's web shop experience to new levels with power that ensures ease and accuracy. e-Con advises customers about product options, combinations, and upsells/cross-sells, and **makes sure orders are feasible**. Responsive design works for any device, any browser. And you can tailor e-Con to fit your site without custom programming.

Retail

Configurators offer profit-driving sales tools for retail shops. Consumers love the "cool" factor that lets them see all offerings and options on **any device or touch display**. e-Con guides them through all options and suggests additional offerings. Quick checkout with direct payment shoots the order directly to Dynamics 365 for Operations.

Service Organizations

e-Con reduces risk and error for service offerings. Our rules engine connects and combines information from across your business to **ensure projects** have competitive pricing and profit margins, the right equipment and resources, and execution that's on time and within budget. That frees you to focus on customers and opportunities.

Make-to-Order Manufacturing

e-Con connects sales to production and minimizes order processing. Our rules engine processes all work from back-end teams, so salespeople work with ready-to-go choices. **Quotes convert instantly to orders** that include BOMs, routing, specs, logistics, and more. Production starts in minutes and finishes without mistakes or delays. All backed by real-time information and updates!

Project-Based Manufacturing

You work with highly specific challenges! For example, along with product input for a calculation, many projects include freight, travel, resources, testing, and installation. e-Con can serve quote to production, installation, even resource needs with one tool. It works with the same data and processes in ERP, so count on the **real-time accuracy and smooth process** flow that makes projects profitable.

"e-Con enables our resellers to **quickly navigate** through all offerings via the web, and ensures they select feasible options. They can create quotes themselves in minutes, with automatic, **real-time pricing** and the assurance that all information is complete and current. They don't need to double-check with us for options, costs, errors; customers always receive **accurate quotes** that are ready for approval."

Felix Ghyczy, Owner

GHYCZY

e-Con's proven strengths

Efficient

e-Con's rules engine uses **real-time data** and logic from Dynamics 365 for calculations and validations, ensuring optimal efficiency. Quotes, specs, and other relevant documentation are correct the first time. And with a **single click**, they turn into production- or fulfillment-ready orders.

Guided

Sales reps work as expert advisors, rather than wading through a jungle of options. Guided Selling ensures they ask relevant questions and make choices that let them propose and quote the **exact product** or service needed. Alerts and prompts prevent errors and suggest cross-sells and up-sells. **Happy customers** get what they want with optimal margins.

Accurate

Errors from incorrect product combinations and prices are a major source of cost overruns and delays. e-Con eliminates that major pain. The rules engine is packed with formulas, checks, and balances that ensure quotes reflect **only feasible products** and services against the right price. Together e-Con and Dynamics 365 for Operations ensure accurate products, bills of materials, routings, costings, prices, and more.

Expert

When you sell products and services, you're also selling knowledge. Too often, companies don't have a consistent way to secure and share industry, product, project, and sales expertise. e-Con offers a sustainable, **reliable system** that makes it easy to **centralize** and access **information** needed for accurate, and current quotes, offerings, and production processes.

Fast

Results you'll get with an expert, guided, and efficient solution? Quick creation for complex quotes, orders, project information, production information, BOM's, calculations, and more. **Quick processing** for all offerings **save time** and **ensure you're first** in line with prospects.

"With e-Con, we increase our chances for winning deals because we can **generate quotes** while we're with a customer. We can instantly address all questions and options for pricing, offerings, timelines; whatever they need. Then we can configure that information into a **complete quote on the spot**."

Johan Huigenbos, Owner

SunCircle
Zonwering & rolluiken

One tool for all roles, teams, and departments

Help everyone bring their best to selling, producing, and delivering your offerings. e-Con is designed to help you do that. Our solution covers all processes with role-tailored, end-to-end tools and information. **Sales**, **marketing**, **engineering**, **procurement**, **production**, **and after-sales** work in sync and won't miss a beat. All stakeholders can work with our unified process flow and single-source information, regardless location or channel. Looking for a clear route to success? Look to e-Con and its native fit with Dynamics 365 for Operations.

Sales

e-Con enables reps to provide fast, accurate specs, prices, and quotes for products and services in rich and easy to generate documents. They can **put** the **customer first**, work as skilled professionals, and have more time to focus on opportunities, revenues, new territories, and customer satisfaction.

Marketing

Front-end marketing is effortless with **real-time visualization**. Customers gain better understanding of **value** while "building" products and services. You'll also have **insight** into trending products, specs, and sub-products. Data analysis equips you to **predict customer behavior** and uncover new focus areas for offerings and territories.

Engineering

e-Con shares the Dynamics 365 for Operations database. Users can **add complex products** in minutes to the system, including multilevel BOMs, routes, descriptions, and instructions. Any updates made by other teams are **instantly reflected** system-wide, so there's no need to manually re-enter information.

Procurement

e-Con instantly converts flawless quotes into orders that include BOMs, routings; whatever's needed for production/fulfillment. Validation takes minutes, with assurance that information is complete, current, and accurate. That frees them to **focus** on **new possibilities** for suppliers, logistics, and other resources.

Production

When sales converts a quote to an order, production knows the order will arrive with BOM and routing within minutes. No more waiting for teams to add their part to orders one-by-one. It's the end of outdated information and product impossible. Everything's **validated** and based on **real-time information** and rules-based calculations from all teams.

After Sales

With e-Con, after-sales can ensure quality and efficiency that meets requirements and satisfies customers. Automated capabilities include **service order processing, spare parts orders, guided call registration**, and more.

"Our error margins saw a **huge reduction**; the margin went to virtually nil after the first several months of using e-Con. And if sales wants to add a new product, they **don't struggle to create a configuration**."
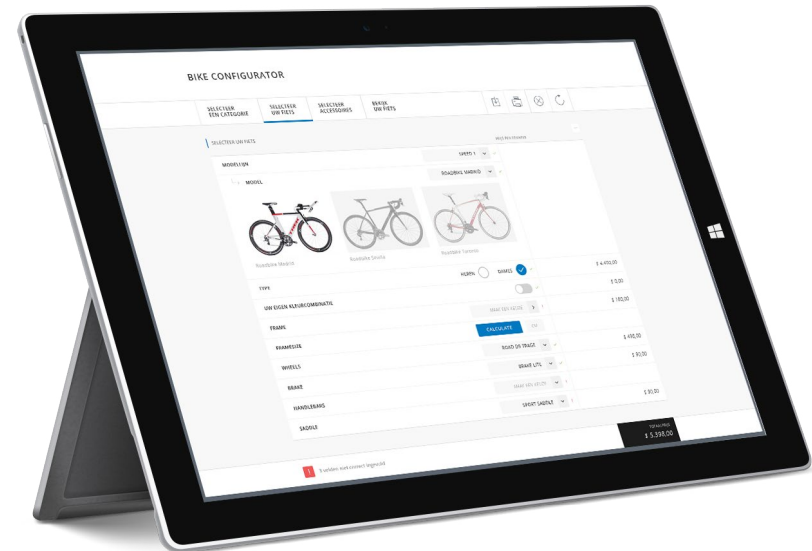
Simon van Loon, IT Director
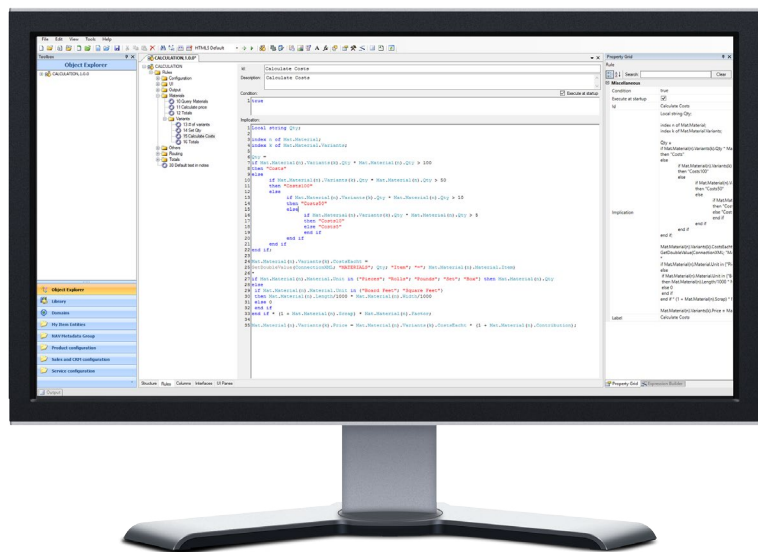
BADOTHERM®

e-Con in depth

Document generation

e-Con lets you generate dynamic documents with a few clicks. Whether the format is Excel, Word, PDF, or HTML, e-Con **takes care** of the layout and the content.
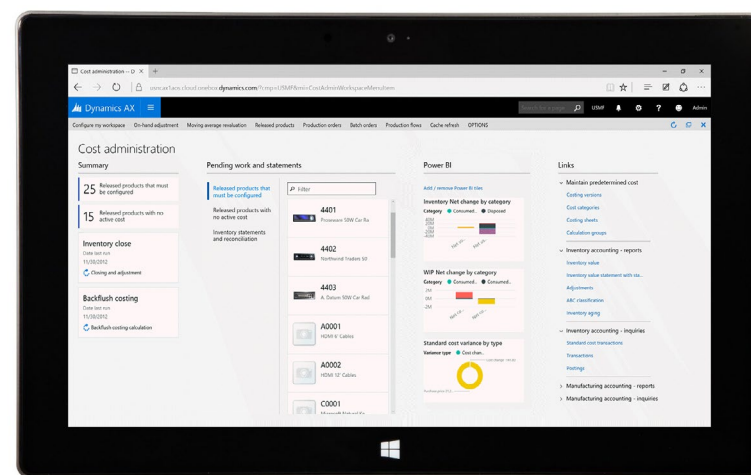
User Experience

e-Con compatibility means it can run from **any device** on **any browser**. Our intuitive, graphical UI lets teams and customers configure and order even complex offerings within minutes.

Rules engine

e-Cons declarative rules engine doesn't lock users into a rigid sequence or force them to start over if they change an answer. Results are **accurate** regardless approach, so users can work more intuitively and **efficiently**.

Data and logic from Dynamics 365

e-Con works within the Dynamics 365 ERP database, so users can work with data and logic that's always real-time, with no redundancy. You can read and write to any table in Dynamics 365, which makes the e-Con Studio very flexible. You'll model using drag-and-drop, wizards, formula builders, and more **without the need for deep programming experience**.

"e-Con's Guided Selling **makes us experts** as we take customers through all product options. Using a clear questionnaire, we can **quickly** identify customer needs and match them with a producible offering."

Johan Huigenbos, Owner

Deployment options

You can run e-Con on premise or in the cloud, on classic PCs or touch devices. From the start, your teams are ready to go. Our solutions package delivers **consistent**, standardized processes and **adapts** to your specific business scenarios and **challenges**.

Cloud-Based, On Premise

Choose flexible deployments with Dynamics 365 for Operations

Bridge Data Gaps

e-Con connects and combines data from Dynamics 365 for a fast, flawless quote-to-order process

Mobile

Access full capabilities anywhere on browsers and devices with a beautiful responsive design

Self-Service

The e-Con portal delivers 24/7 access and can connect to any e-commerce platform

Offline

At a location with no Internet access? Use e-Con locally on your laptop

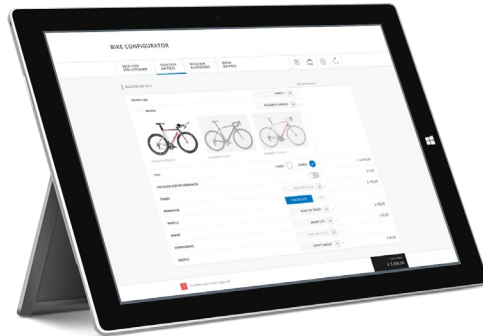"The more we use and adapt e-Con, the more our back office can count on **accuracy** and lighter workload. Quotes and orders are **always right** the first time, so there's no need to manually check information and hunt for missing data."

Rob Snijders, Controller

TWENTEBELT

Ready to explore e-Con in action?

Test drive our configurator yourself!

Visit our demo-lab and configure a custom bike, copier machine, mower, project calculation, and more. Enjoy a hand's on e-Con experience; in minutes, you can configure, print, and save a product, project, service, documents; virtually anything.
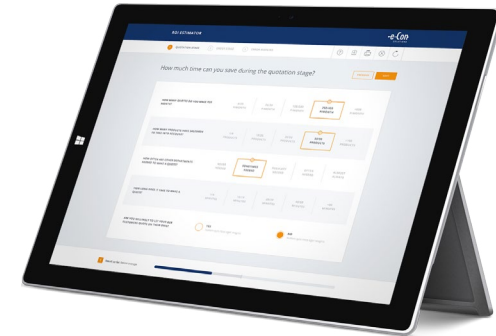
www.e-consolutions.com/demolab

Configure a custom brochure

After reading this general brochure, you can go online and configure one that's tailored to your organization's specific needs. It's quick and easy. e-Con guides you through a questionnaire, then generates a brochure that's based on your business case. With a click, you'll view your custom brochure and receive it via email. It's a great way to see how e-Con goes beyond CPQ!

www.brochureconfigurator.com

Is e-Con the right investment for you?

The e-Con ROI Estimator offers an efficient, straightforward tool for assessing key processes and your overall business case. While our Estimator is general in scope, we think it's a good start to evaluating whether e-Con could be a profitable investment for your organization.

www.roi-estimator.com

"We use e-Con to configure custom fashion apparel for men for our brand Profuomo, and with 3 clicks, we can add series of seasonal items to our collection and **manage everything** in a streamlined, efficient way."

Henk Jan Lammers
Logistics Compliance Manager Micro Fashion

About e-Con Solutions

✓ Working on Microsoft Dynamics since 1999

✓ Global ISV Serving 25+ Countries

✓ Experienced Dynamics 365 Team

✓ Microsoft Gold Enterprise Resource Planning Partner

✓ Microsoft Silver Application Development Partner

✓ Certified for Dynamics 365

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