

Manufacturing X Sales Platform

Combines the
power of CRM and CPQ
with production expertise and intelligent insights
to transform the **profitability of manufacturing
businesses** today.

In Mind Cloud's unique **Manufacturing X** sales platform provides the ability to offer truly mass customized solutions in a significantly reduced time to market, fueling the potential of Industry 4.0.

Empowering manufacturers to successfully counter the commoditization of their products and allowing them to constantly learn and improve to stay ahead of competition is the core value of **Manufacturing X**.

With **5 Applications** and several Connectors to choose from, **Manufacturing X** is built to perfectly fit the needs of manufacturers navigating their route to success during the Age of the Customer and the Factory Technology Revolution.

Always focusing on the right products, accounts and best-profit manufacturing projects. Making fast and informed business decisions for predictable conversion from **Prospect to Quote to Production** is key.

1. Customer & Supplier Insights

Manage, prioritize and upsell profitably and to the highest customer satisfaction.

- Full visibility into customer install base and quote history for intelligent upselling and predictive aftersales
- Intelligent key account identification and maintenance for existing projects and new tenders
- Collaborative workplace on account, opportunity and quote level

2. Opportunity Prioritization

Always act on the most profitable business opportunities for fast conversion.

- One platform for all customer interaction data, including opportunities imported from unstructured data to provide an actionable overview across lifecycle phases
- Smart conversion analytics including probability consideration and earning potential
- Assessment of machine utilization and manufacturing pipeline for opportunity prioritization

3. Productivity Analytics

Connect insights about productivity of manufacturing with sales performances.



- In-depth manufacturing analytics extending to supply chains, machine and warehouse utilizations in correlation with revenue forecasts based on opportunities, quotes and orders
- Sales performance analytics powering pipeline management and sales forecasts
- Office365 and Microsoft Power BI integration for extended analytics, collaboration enablement and success monitoring

4. Process Orchestration

Scale your business flexibly and integrate seamlessly into your existing infrastructure.

- One single source of truth for sales relevant data such as contacts, resources and install bases available 24/7 on any device
- Integration with existing CRMs and Cloud Platforms to guarantee end-to-end sales process
- Fast deployment & roll-outs globally enabling instant responses to innovation and growth potential

Estimate the 80% Manufacturing-ready offer. **Faster Than Ever.**

1. Offer Visualization

Select the right products, in the right combination at the right time. Built-in upselling intelligence will guide you to maximum profit.

- Visual Product finder for install base and visual product navigation within thousands of line items, to avoid erroneous quotes and deliver increased quote volumes
- Layout design from Google Maps and extraction of geospatial enabling pre-quote engineering calculations at maximum efficiency
- Visualized configurations in dynamic CAD drawings increasing engineering quote accuracy

2. Interactive Costing & Pricing

Make all customer and channel specific data to compute and calculate costs and prices available in real-time.

- Cost and price data from ERP available within one system across all channels, devices and sales teams, drastically reducing costing and pricing errors
- Healthy margins via instant comparison of profit margins for different versions along with minimum order quantities and configurations
- Insights from machine learning and predictive analytics generating improving win rates, stabilizes pricing, and increases gross margins per deal



3. Proposal Generation

Transform quoting into a guided selling



experience with professional, branded and compelling localized documents for complete, consistent and fast proposals.

- Automation and unification of quote generation across all channels while delivering valuable insights via analytics and reporting
- Fully customizable document templates for Word, Excel and PDF plus industry, customer, region and language specific template libraries
- Integration with e-signature applications and external design tools such as Google Maps or AutoCAD for complete, consistent and fast proposal generation

4. Sales Guidance

Spend less time quoting and more time actively selling.

- Supporting sales teams and dealer networks to offer best products, innovative solutions, bundles and promotions powered by machine learning
- Intelligent and configurable pop-up messages and colour coding to capitalize on cross-sell and upsell opportunities and increase deal margins
- Onboarding of new sales people and accelerated sales cycles from quoting to order capturing

1. Simulation

Quickly simulate configuration or material alternatives to get immediate insights into cost changes.

- Cost simulations based on different configurations, material or other cost factors for best profit offers and maximum requirements fulfilment rate
- Manufacturing cost calculation in real-time in the background for cost and margin transparency
- Instant profitability analytics for configuration versions and minimum order quantities

2. Mass Change

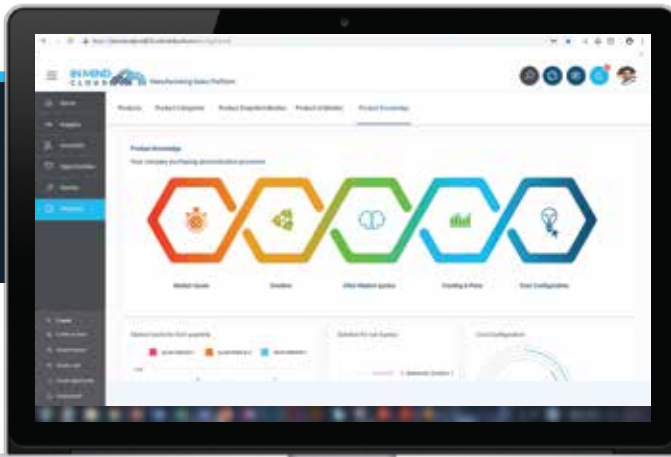
Compute the effects on manufacturing costs of a complex solution in real-time.

- One-click cost estimation via mass change option for different attributes in manufacturing solution line items
- Mass rearrangement of attributes for calculation consistency in multiple manufacturing process steps
- Always up-to-date product, material, purchase, production costs and price data from ERP

3. Discount & Margin Management

Deliver viable quotations even faster, whilst adhering to even the most complex discounting rules.

- Dynamic discounting based on product or part combinations, volumes, deal sizes, customer categories, sales regions or custom parameters



1. Tender Composition

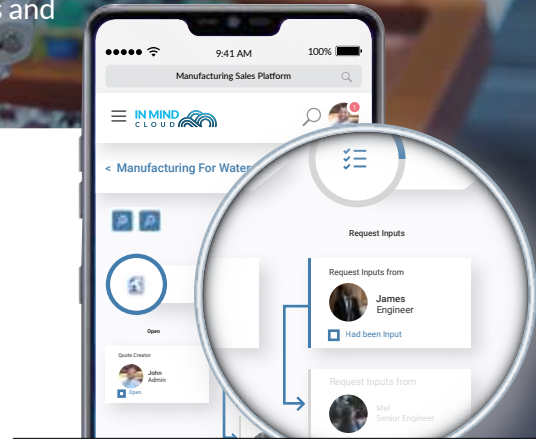
Directly use technical drawings, CADs, Excel lists or other raw data to configure a tender via integration and uploads.

- Capturing all engineering and production knowledge in one system as the basis for costing and pricing with instant feedback on margins and profitability
- Supporting Excel import of product and configuration models, requirements or BOMs (Bills of Material) for speed to market and highest level of agility
- Storage, embedding and output of technical drawings such as CAD files from the project configuration for tender documents to improve product design and deliver visual outcome for customers

2. Production Knowledge

Centralize and provide constantly changing price and cost information throughout the entire life-cycle of your engineered solution.

- Seamless integration and management of backend and production data from ERP guaranteeing correct product and pricing data throughout the product life cycle and from tender to after-market sales



- Global margin guidance including regional pricing strategies supported by machine learning for maximum profit
- Custom linkage to approval levels for efficient quote routing, faster deal closure and avoidance of rogue discounting

4. Sales Collaboration

Bridge knowledge to people while capturing all relevant data in one system.

- Bridging knowledge between different facilities, locations and departments to build, review and evaluate manufacturing solutions and resolve customers' requirements in fastest time possible
- Management of all approvals in one system including multi-level approvals and routing from engineering to sales for increased sales cycles
- Interactive team collaboration tools integrating email notifications, tagging and version control, allowing the team to merge all the changes into a common version or restore older versions of files, for improved efficiency, traceability and accountability

Engineering Sales

Meet customer expectations by providing **100% Custom Solutions. At Lowest Possible Cost.**

- End-to-end accuracy via creation of Production and Sales Orders directly in the ERP, including downstream BOMs, demand plans and procurement orders
- Modelling manufacturing sequences such as steps, machine and cost configurator, for value improvement and cost reduction prior to production

3. Engineering Collaboration

Collaborate seamlessly between Sales Engineers, Designers, Purchasing, Tender Managers and Production Teams to guarantee a fast and flawless tender submission and execution.

- Configurable workflows and routing for all tender contributing parties delivering efficiency and accountability
- Feasibility, accuracy and profitability checks for tenders via approval routing automation
- Collaboration and compliance boost through simplified UIs and flexible data access limitations for defined tender contributing roles

4. Material Creation

Seamlessly transfer materials, assemblies and finished goods data to the backend to provide for accurate production planning and manufacturing success.

- Creation of finished goods, assembly, Bill of Material and material routing data directly in the ERP to avoid double data maintenance errors
- Enablement for production planning and analytics
- Streamlining quote-to-product cycle with accurate engineering data in the production from the time of tender acceptance

1. After-Sales Portal

Extend your manufacturing sales to After-Sales for maximum market expansion.

- Supply external access of all sales relevant data to multi-level sales channels for increased business transactions, such as RFQs and orders in after-sales
- Eliminating product and configuration errors for global channel network, while increasing speed-to-market of new products, bundles or promotions
- Enabling price list handling support and access control for diverse hierarchy of users

2. Digital Factory

Design projects, configure products, create quotation and receive purchase confirmation with embedded sales guidance in one portal.

- Lightweight Sales Simplification embedded in sales portal interface
- Providing cost and price data from backend across all channels, devices and sales teams within one system, drastically reducing costing and pricing errors
- Automating generation of comprehensive proposals and other documents through industry-specific template libraries for increased quote output

3. Channel Orchestration

Scale your business through multiple channels and integrate seamlessly with existing customer install base CRM system and cloud platform.

- Establishing a single source of truth for customer install base and back-to-back synchronisation to ERP for a global sales network
- Integrating seamlessly to existing CRMs, sales platforms and cloud platforms for maximum connectivity
- Supporting business growth and productivity with fast roll-outs and 24/7 world-wide availability via web or mobile devices

4. Sales Connector for Commerce

Embed Sales Portal into existing e-commerce portals, connecting the global direct sales and channel network.

- Connecting sales portal with e-commerce portals and infrastructure
- Serving as single point of control for sharing product and order information with all back-end manufacturing and business systems
- Reduces manual entry to save time and improve accuracy of catalog data, including item descriptions, images, SEO content and product attributes



About Us:

In Mind Cloud (www.inmindcloud.com) is an independent provider of an innovative manufacturing sales platform with the vision to make the sales successful and profitable for manufacturing and engineering industries. Their solution "Manufacturing X" (MX) transforms the profitability of manufacturing businesses by combining the power of CRM applications with production expertise and intelligent insights. Based on the SAP Cloud Platform their solution is deeply integrated into manufacturing processes and front-end sales operations.

Headquartered in Singapore, Asia, In Mind Cloud is operating globally through its sales offices in Europe, China and a high-value partner network.

HQ & ASIA

In Mind Cloud Pte Ltd
35 Ann Siang Road
Singapore 069714
fon +65 6908 4350

EUROPE & NORTH AMERICA

In Mind Cloud Pte Ltd (German Branch)
Theresienstraße 1
80333 Munich, Germany
fon +49 89 2050 0853 40

CHINA

In Mind Cloud Pte Ltd (China Branch)
Shenzhen High-Tech Industrial Park,
Suite 4C07
Science and Technology South 12 Road
Shenzhen 518000, China



Visit our website for more details about us.

inquiry@inmindcloud.com