

Manter International successfully moves from ETO to CTO



“Salespeople should not be bothered with all sorts of technical restrictions: they should be able to name the price belonging to the ideal configuration directly to the customer.”



Peter Lenferink

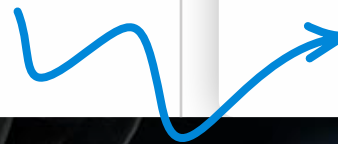
Chief Executive Officer - Manter

Before Elfsquad

- ✗ Manter works Engineer-to-Order. Forcing engineers to come up with complex solutions.
- ✗ Manter uses a plugin on SolidWorks as their configurator. Requiring time-consuming and error-sensitive programming knowledge.
- ✗ Data starts to lead its own life at Manter. Leading to ambiguity about their product file, prices, and bills of materials.

After Elfsquad

- ✓ The portion of Engineer-to-Order has been strongly reduced. The focus shifts back to R&D by working Configure-to-Order.
- ✓ Manter now works with users in mind: salespeople, dealers, and end customers. Instead of working with the easiest thing to program.
- ✓ The digital building blocks provide uniform data, a strong competitive position, and a positive look towards the challenges in the market.



Clean-order intake at Vredo Dodewaard B.V.



"Elfsquad turned out to be the solution. The user is held by the hand to fill in customer needs. In an endless amount of languages."



Marco Bouter
Sales Office - Vredo

Before Elfsquad

- ✘ Vredo produces self-driving potato harvesters of very high complexity. Sales require a large amount of technical knowledge, leading to error sensitivity.
- ✘ Vredo puts a lot of time in educating their vast and growing dealer network.
- ✘ Certain options are hardly sold because dealers and/or customers cannot quite grasp them.

After Elfsquad

- ✓ The technical knowledge is packed up into the product configurator. Sales is guided throughout the sales process. No mistakes can be made anymore.
- ✓ The multilinguistic dealer network is attached to the cloud-based configurator. Transfer of knowledge is hardly necessary, in some cases not at all.
- ✓ The configurator is filled with illustrations and 3D images. Making the sales process a lot clearer and more effective.



The first steps for production are made in the office



"Sales processes become a matter of minutes with Elfsquad. Customers often ask for complex calculations or complicated pricing lists. This costs both labor- and waiting time. This is reduced enormously by using a product configurator."



Willem Swinkels

Design Engineer - Tilbox

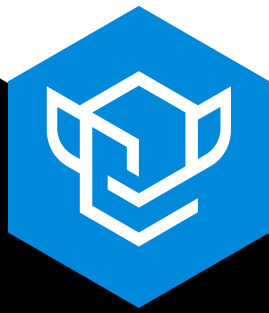
Before Elfsquad

- ✗ Tilbox drowns in customization, everything has to be possible. Flawed compositions are sold and produced.
- ✗ Ambiguity clouds the quotation process. Resulting in long-term back-and-forth contact with end customers and dealers.
- ✗ Market developments pile up. And so do problems for Tilbox.

After Elfsquad

- ✓ Tilbox now works configure-to-order. Where customization is standardized. And time is freed up for innovation and growth.
- ✓ Tilbox generates errorless quotations. Resulting in clarity and a sense of trust for customers.
- ✓ Tilbox is ready for future market developments. The digital building blocks have been laid out by integrating a product configurator in the IT-landscape.





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Elfsquad loves the manufacturing industry

We support manufacturing businesses striving for growth and internationalization. Where the focus is aimed at visibility, mobility, and cooperation.

We are convinced that we have the best and most user-friendly configuration software in the market. And we can handle your complexity.

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You have direct access to our schedule. So that you may plan a moment that suits you best. We show you the entire thing in 30 minutes. Short, but sweet. Based on your situation.

