The Technology at the Heart of Epicor CPQ

Read on to find out how Epicor CPQ works and how you can implement it to supercharge your manufacturing business.

Whether it's used as standalone software or as part of the Epicor productivity suite, Epicor CPQ is and industry leading end-to-end solution for manufacturers of complex products. It can automate the entire engineer-to-order (ETO) process, providing:

- A seamless connection between sales and operations.
- A single source of truth for rapid delivery of sales quotes.
- The ability to dominate eCommerce through visual product configuration.
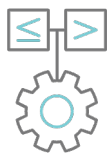
More Than Just a Configure, Price, Quote Solution.

Epicor CPQ makes it easy to sell complex, configurable products both on-and offline: Visual product configuration brings buying experiences to life; dynamic pricing frees sales teams from the shackles of Excel®; quote automation slashes sales cycles from days to seconds.

But Epicor CPQ is more than just a configure, price, quote solution–it has functionality that extends way beyond the sales process to engineering and the shop floor. It's a one-stop-shop for manufacturers of ETO products and has a broad range of features outlined on the pages to follow.

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Platform Benefits

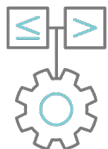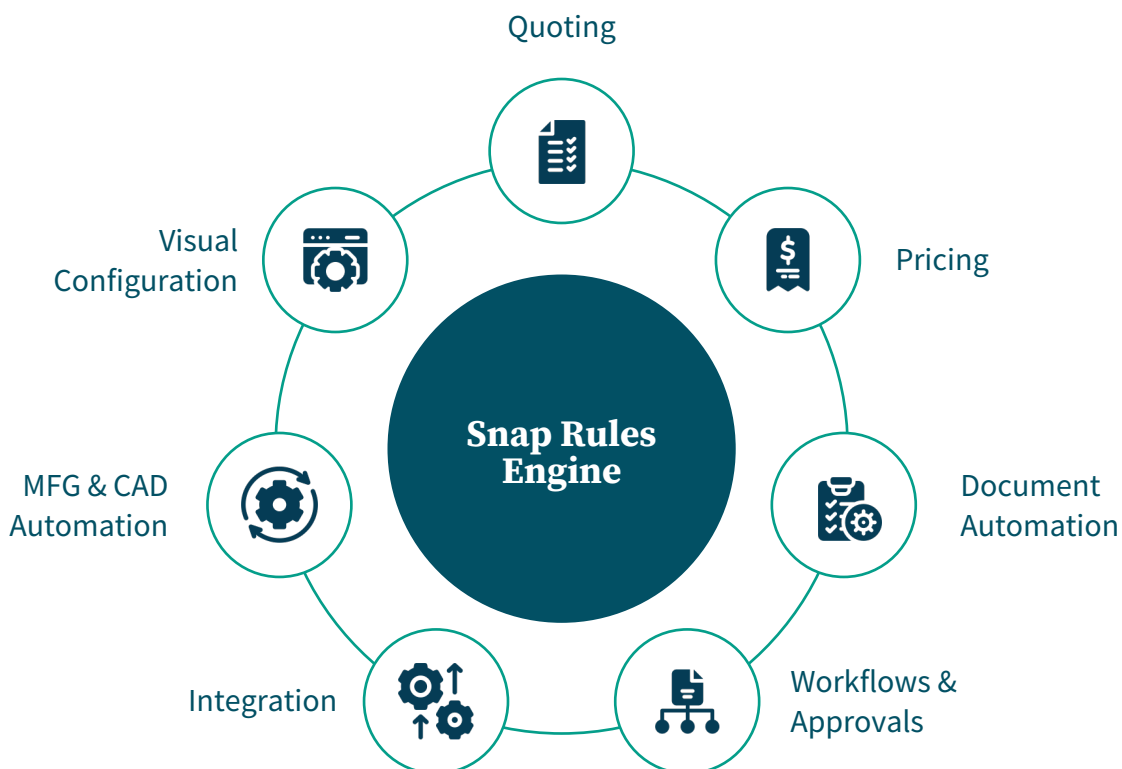| Snap Rules Engine | Visual Configuration | Dynamic Pricing | Instant Quoting | CAD Automation | Manufacturing Automation | Integrations |

Epicor CPQ's Standout Features

The Snap Rules Engine: The Backbone of Epicor CPQ.

Product and pricing rules–the logic that dictates how products can be configured, priced, and sold–are created using a no-code visual programing language called Snap. Rather than typing out long lines of code, users simply "Snap" together interlocking blocks to form logic statements.

Having a centralized set of product and pricing rules gives your teams the confidence they need to configure products fast. Whether an experienced sales rep, a new hire, or an online customer is carrying out the configuring, outputs are guaranteed to be technically viable and optimized.

Quoting

Visual Configuration

Pricing

Snap Rules Engine

MFG & CAD Automation

Document Automation

Integration

Workflows & Approvals

Benefits

- Enforce error-free design and configuration of complex products.
- Give sales teams greater confidence and control.
- Create and maintain advanced product rules in-house.
- No coding is necessary.

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Visual Product Configuration: Immerse Customers in the Buying Experience.

Salespeople and online customers can configure products using a visual product configurator. They can drag and drop to change colors, dimensions, parts, and materials. Rather than imagining what their finished products might look like, they can see them on-screen before ordering, which boosts the conversion rate by an average of 40%.

Embedding a visual product configurator onto your website lets customers self-serve any time, any place, through any device. It's how today's buyers prefer to interact with your brand and the ideal post-Covid solution.

Benefits

- Make complex products easy to understand for salespeople and customers.
- Reduce purchase anxiety and enhance decision-making.
- Immerse buyers in 3D, AR, and VR buying experiences.
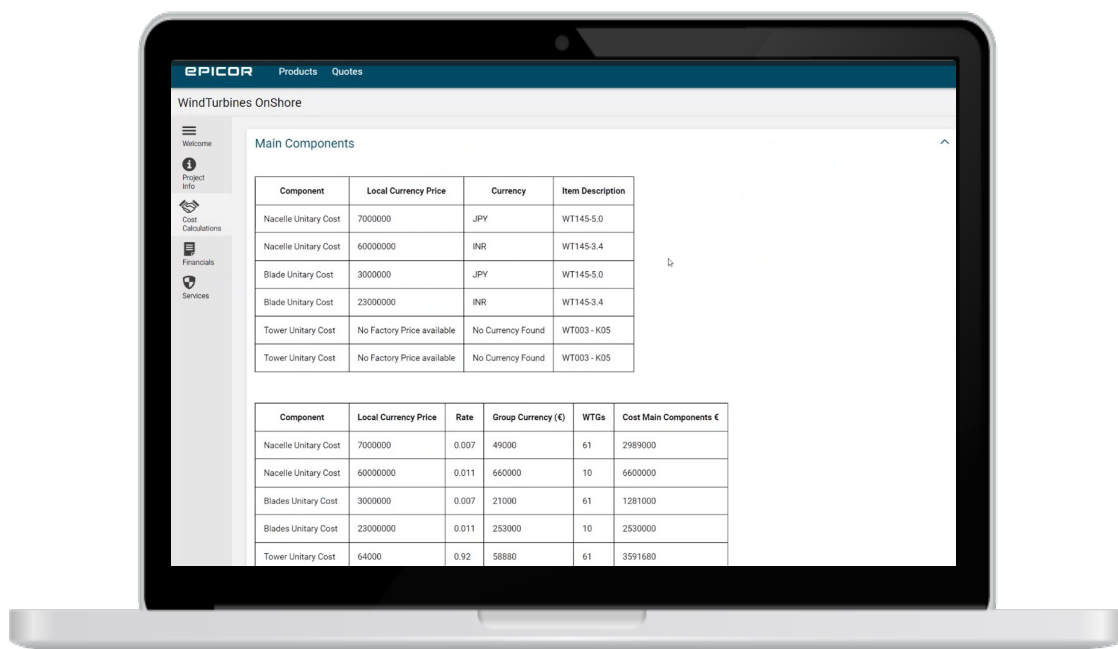- Put customers in the driver's seat with digital self-service.

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Dynamic Pricing: Price Products Quickly and Easily.

There are two significant downsides to calculating prices manually:
1. It's slow.
2. It's prone to error.

Epicor CPQ negates these weaknesses by calculating prices for configurable products automatically.

Epicor CPQ handles discounts, promotions, approvals, signatures, and more with prices calculated on the fly. Customers configuring products get immediate feedback on how their choices impact overall costs enabling them to make on-the-spot purchases.
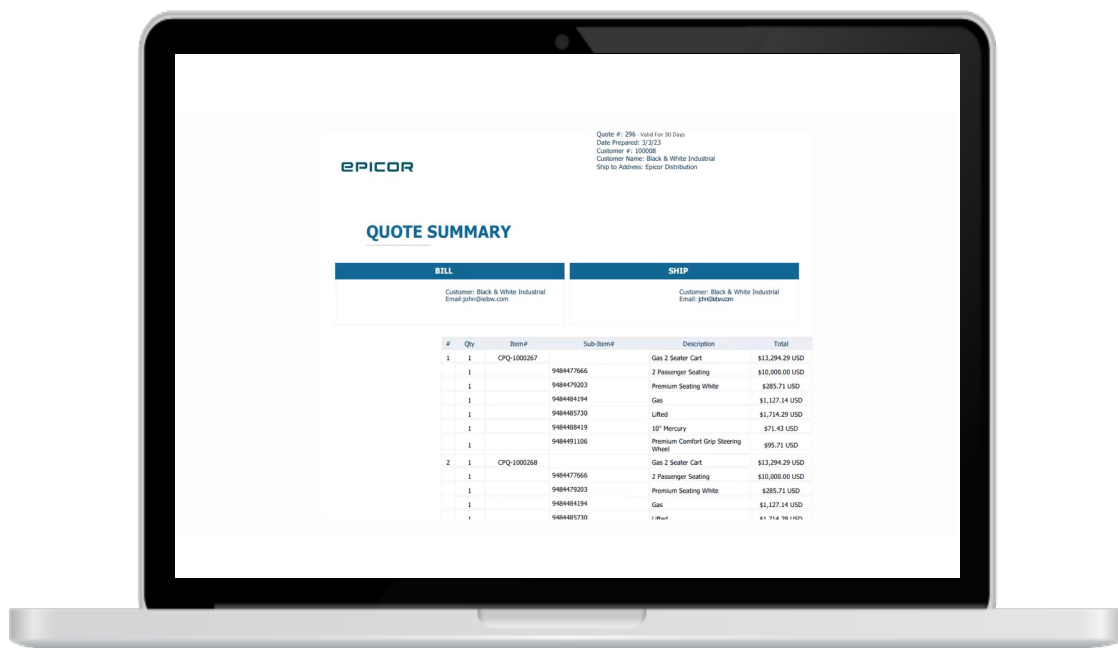

Benefits

- Decrease the likelihood of human error and rogue pricing.
- Increase sales bandwidth.
- Sell in multiple currencies simultaneously.
- Create unique pricing workflows for dealers and distributors.

Instant Quoting: Automate The Creation of Quotes and Supporting Documents.

If you want to speed up your sales cycle, you need to automate everything that slows you down. Creating quotes is a real drag. But Epicor CPQ lets you generate quotes and all supporting documents with a single click.

Whether you're producing quotes for customers, other teams, or downstream systems, Epicor CPQ helps ensure each party has the information they need when they need it.
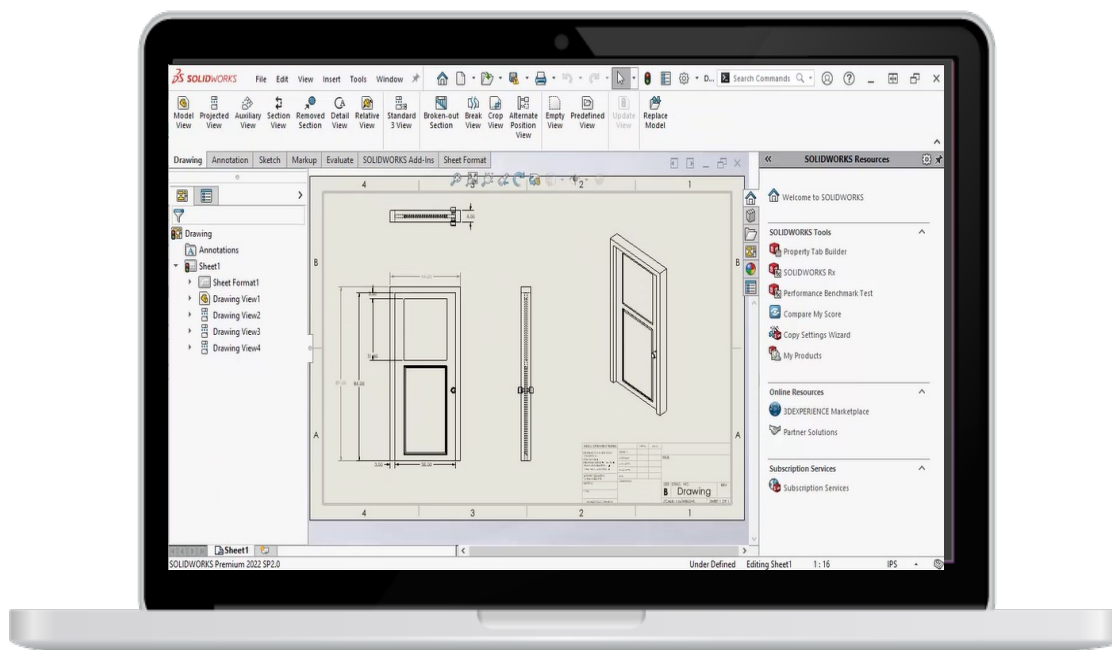
Benefits

- Let salespeople, distributors, and customers create quotes for themselves.
- Generate MS Word and Adobe PDF documents with an intuitive templating system.
- Take complete control of branding, logos, and product images.
- Push generated proposals or data values to CRM, ERP, or PLM systems.

CAD Automation: Close the Loop Between Your Sales, Engineering, and Production Teams.

Epicor CPQ can generate CAD files automatically, relieving pressure on your engineering department and clearing bottlenecks. You can use any CAD program, including AutoCAD®, SolidWorks®, and PTC Creo®.

Benefits

- Slash design cycle times from weeks to minutes.
- Eliminate back and forth between sales and engineering.
- Dedicate more engineering time to innovation and R&D.

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Manufacturing Automation: Connect your customers, sales, and engineering teams to the shop floor.

Epicor CPQ can reduce manufacturing complexity by auto-generating whatever the shop floor needs to kickstart production. BOMs, workflows, cut sheets, CAD drawings, and assembly guidance are created with the touch of a button. You can automate handoffs to reduce errors while increasing the quota and margin of production.

Benefits

- Take the guesswork out of manufacturing.
- Streamline key manufacturing processes for greater efficiency.
- Capture engineering knowledge and use it in the production phase.
- Build with total confidence.

Integration: Integrate your CPQ solution with your websites, apps, and core business systems.

Epicor CPQ is designed to integrate seamlessly with the entire Epicor productivity suite as well as your CRM (like Salesforce®), PLM (like Teamcenter®), and eCommerce platform (like Magento®).

REST web services push and pull data effortlessly between disparate systems. You get a single source of truth that connects all your people, departments, and processes, enhancing transparency and collaboration.

Benefits

- Put an end to manual data entry to reduce the duplication of effort and errors.
- Get rid of data silos and gain a holistic view of your company.
- Improve data accessibility.
- Gain end-to-end visibility and superior reporting.

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Contact us to learn more   **www.epicor.com**   **info@epicor.com**