

**DriveWorks**  
Configure & Automate

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**Microsoft Partner**  
Silver Application Development

**CERTIFIED**  
Gold  
Product



# Sales Configurators

Configure, price, quote and automate online

## Online sales configurators and guided selling

Want to stay ahead of the competition, reduce costs, and win more business? Offering customized products and services is a great way to appeal to a wider audience, but to attract a higher volume of new business and to simplify the buying process, implementing an online sales configurator is key.

Showcasing your entire range of product options online enables your customers to configure their product selection, get instant quotes, accurate delivery dates, and even place their orders with little or no input from sales.

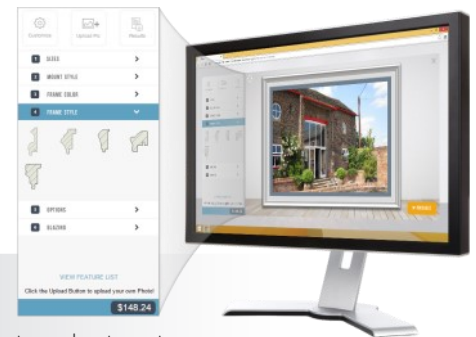
*“ The configurators allow our customers to select, build, visualize, examine and confirm their selected components before they place their order. ”*

**Gary Shackelford,**  
Heat & Sensor Technology

This guided selling approach identifies opportunities to promote higher value products and develop other revenue streams such as aftermarket service packages, add-ons, and warranties.

Making your products easy to buy, as well as easy to sell, helps you build closer relationships with your customers, develop brand loyalty, and positively impact the entire sales process and the way you deliver products to market.

Create easy-to-use online forms to configure, price, quote and automate



## Anytime, anywhere, on any device

An online sales configurator from DriveWorks enables your customers, distributors, dealers, and sales teams to easily configure and view your products in 3D on any device.

With access anytime, anywhere, it's like having an experienced product manager on hand to offer the best solution, while ensuring that products can be made, and the price quoted is competitive as well as profitable.

You control who can use the sales configurator and the data they have access to. Changes to new product options, pricing, promotions, and marketing collateral can be distributed instantly, so everybody has accurate, up-to-date information at all times.

Configure anytime, anywhere on desktop, mobile, and tablet



## Cost savings from order to delivery

With built-in design, manufacturing and costing rules, a sales configurator reduces the need for training and detailed product knowledge, helps translate product features into benefits and value, and lowers costs due to mistakes and incomplete proposals.

Customer inquiries are dealt with quickly and throughput is increased without the need for additional personnel, leading to more orders, reduced operational overheads, and a more enjoyable buying experience for your customer.

## Sales configurators and other business systems

A sales configurator coupled with design automation closes the gap between initial sales inquiry and delivered product, with more accurate costing.

Add MRP, ERP, and CRM software into the mix and you have a full solution that can not only cost a product, but determine customer-specific pricing and schedule deliveries based on available resources, inventory levels, and lead times.

## Easy to set up, easy to manage, easy to use

An easy-to-use, interactive, and visually appealing online sales configurator is surprisingly easy to build, maintain and distribute using **DriveWorks** – no web programming skills or consultants required.

Simply drag and drop familiar web controls like text boxes, drop down lists and images onto your form, apply your product knowledge to determine how the form reacts to user input, then

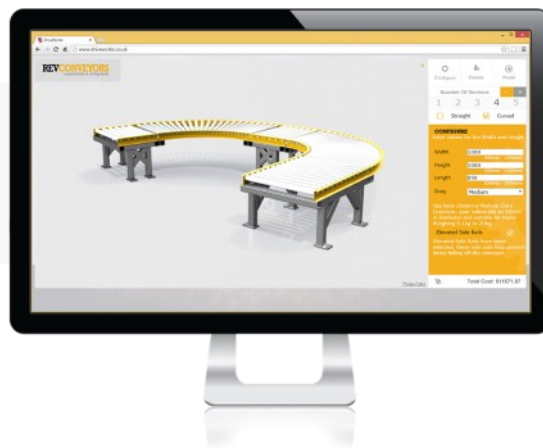
using the design automation tools in **DriveWorks** and your own branded document templates, you can add as little or as much back end automation as you wish and at your own pace.

Once a set of 3D models, design rules, forms and document templates have been created, they can be used over and over again, anywhere on any device – on desktop, mobile, tablet, and inside your 3D CAD system.

*“The two to four week process was reduced to nearly instantaneous and customers know they are getting exactly what they need.”*

**Steve Sagi,**  
**Pine Research Instrumentation**

Capture all customer requirements, automatically generate sales documents, and give engineering and manufacturing a head start



### Sales Documents

Quotes, 3D Models, GA Drawings



### Engineering Documents

3D Models, Detail Drawings, Reports



### Manufacturing Documents

BOMs, Procurement, Routing Sheets

## Configure, price, quote and automate

**DriveWorks** sales configurator and design automation solutions work together to enhance your business processes, improve customer satisfaction, and increase profitability. Whether you're a small start-up or a large multi-national, **DriveWorks** can help you extend the benefits of automation to engineers, sales teams, distributors, dealers, and customers.

You can see and try **DriveWorks** as an online configurator at [www.configuremyproduct.com](http://www.configuremyproduct.com) or contact your local **DriveWorks** reseller.



Since 2001, **DriveWorks** has helped thousands of companies of all sizes, in all industries, realize significant cost savings and process improvements, and transform the way they do business. Our design automation and sales configurator solutions are sold and supported worldwide by best-in-class value added resellers.

Visit [www.driveworks.co.uk](http://www.driveworks.co.uk) to find your local **DriveWorks** reseller.