



Infor Configure Price Quote for fashion embellishment businesses

Thrive on the complexity

Every day in the fashion embellishment industry, you're expected to manage a bewildering number of product features, such as jewels, embroidery, fabrics, colors, and types of printing. But you're also expected to manage a combination of business challenges that make this segment one of the most complex in the fashion industry.

Your ability to deliver unique apparel is what defines your brand. Your capacity to do this efficiently is what drives your profitability. Managing thousands of constantly changing product variables at a profit means you have to streamline every business process, from quote to cash.

With Infor® Configure Price Quote (CPQ), you get capabilities specifically designed to help you plan, manage, and sell configured apparel in ways that increase sales, reduce costs, and build a stronger brand.

Increase sales

Infor CPQ will give everyone who sells for you the tools they need to quickly and easily find the exact configuration that meets customer requirements, giving you an advantage over your competitors.

Boost sales performance. Significantly reduce the learning curve for new sales reps, so they can quickly attain better quote-to-order ratios. With Infor CPQ, you'll be able to capture the best strategies of your experienced sales reps and share this knowledge with junior reps, so they'll more quickly learn how to successfully guide a buyer through hundreds of options and ultimately make the sale.

Make it easy for dealers. Make it convenient for dealers and distributors to quote their own product add-ons and services in order to present a single integrated quote to the customer. Once you do this, you'll become the easiest brand for them to sell. As a result, they'll help you reach more customers and

deliver a better combination of products and services to the market.

Help customers visualize their order. Give your sales team visualization tools to help with the ordering process, and let customers see realistic images of the final product when choosing accessories and other embellishments. When you enhance customers' experience with personalized renderings, you'll be positioned to boost your sales.

Better manage seasonal transitions. Make it easier and faster to manage ongoing updates to your embellishment offerings, and produce new product variables and corresponding price books electronically according to your specific plan. You can also roll out minor product and pricing changes throughout the year, as innovation occurs and sales strategies are updated to deal with competitive pressures.

Upsell more effectively. Sales reps receive tools to help them offer high-margin accessories and features that improve the profit-per-sale. As the order is configured, reps are able to see the projected profit, so they can make suggestions that meet margin objectives and customer requirements.

Reduce costs

With Infor CPQ solutions, you can reduce costs and speed sales by improving order accuracy, automatically generating sales documents, and decreasing manual input.

Deliver the perfect order. Ensure customers have made all necessary choices and that the order you submit to manufacturing reflects the customer's exact configuration, is on time, and is produced at the expected cost. By manufacturing the perfect order, you'll avoid the time, effort, cost, and customer frustration caused by delivering the wrong product.

Automate manufacturing instructions. Dynamically create bills of materials and manufacturing instructions on the fly, and integrate with your ERP system to store

these instructions with the production orders. Infor CPQ also allows you to generate 2D drawings and 3D models of the ordered products to clearly show your production team and manufacturing partners what to build. These dynamic instructions and drawings can eliminate a substantial number of errors that can creep into even the most well-run manufacturing process.

Reduce labor requirements. Dramatically reduce the labor required to fulfill an order. You'll be able to create a rules-based Bill of Material (BOM) process to avoid labor-intensive creation of thousands, or even millions, of "star parts" with all the combinations of choices for your products. Because manufacturing instructions are recorded only once, rather than throughout the star parts, you can introduce product innovations more quickly. You can also eliminate the production of price books. And you won't need to rekey orders into your ERP system since they were already configured in the quote system.

Differentiate your brand

Infor CPQ can help you differentiate your company from competitors. You'll be able to make the ordering process smooth and enjoyable for customers, while increasing the efficiency and accuracy of internal processes, so you can deliver exactly what the customer ordered—on time. You'll make it easier to sell more apparel products with features that meet exacting customer requirements.

Innovate faster. Customers will take notice of your company's capabilities when they see you quickly adapt

to new fashion trends. Accelerate the pace of innovation by freeing up designers and engineers from the selling process. Instead of low-value-add, repetitive selling assistance, they can focus more on high-value-add innovation.

Create a consistent buying experience. Customers may interact with a wide variety of people on your sales team when making order decisions. Whether they're exploring on the web, picking features on an iPad® with a sales rep, or talking with a customer service rep on the phone, Infor CPQ ensures your capabilities are presented the same way, every time. When your customer service and sales teams work together, buyers are reassured of your company's quality and consistency.

Deliver quality. Delayed or incorrect deliverables may drive customers to competitors. Make it possible to meet the same standard of quality for highly customized fashion apparel that customers expect from standard products with Infor CPQ's two-prong approach. First, Infor CPQ perfectly captures the order requirements and presents them for customer approval. Next, it automates the creation of the bill of materials and manufacturing instructions for each apparel product; these can be sent directly into the ERP system to manufacture.

Infor Configure Price Quote solutions for fashion embellishment provide tools that help you increase your sales, reduce your costs, and differentiate your brand.



641 Avenue of the Americas
New York, NY 10011
800-260-2640
infor.com

About Infor

Infor is fundamentally changing the way information is published and consumed in the enterprise, helping 73,000 customers in more than 200 countries and territories improve operations, drive growth, and quickly adapt to changes in business demands. To learn more about Infor, please visit www.infor.com.

Copyright© 2015 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. This document is provided for informational purposes only and does not constitute a commitment to you in any way. The information, products and services described herein are subject to change at any time without notice. www.infor.com. INF-1446830-EN-US-0415-3