

# Infor Sales Portal

## Overview

Infor's Product configuration management (PCM) software allows manufacturers to streamline the selling and production of their configured products. With PCM software, you can drive revenue, reduce costs, and differentiate your brands in the marketplace. You'll be able to create compelling quotes, accurate orders, and complete bills of materials and routings.

Add Infor® Sales Portal and you get a comprehensive quoting and ordering system for selling both configured and standard products through all of your channels, including dealers, distributors, and direct sales force.

With online deployment, sales people around the world can access the system via a secure web site using a standard web browser and Internet connection. You can use the Sales Portal on the go with iPads and other tablets and smartphones.

# Key benefits

With Infor Sales Portal you can:

- Put the knowledge of your product experts to use.
- Pursue more opportunities by speeding the quoting and ordering process.
- Increase your deal size by recognizing up-sell and cross-sell opportunities.
- Protect margins by ensuring consistent application of pricing rules.

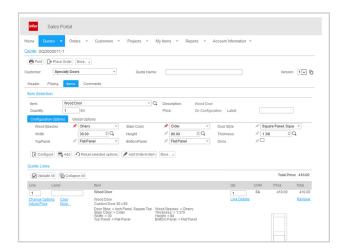
- Reduce selling costs by eliminating the need for paper quoting tools and catalogs.
- Support your growth plans by quickly training new sales staff and deploying consistent selling processes globally.
- Increase your win rate by adding mobility to sell anywhere, anytime, and eliminate product and pricing errors.

## **Features**

#### Configure, price, quote, and order with confidence

With Infor Sales Portal, you get a range of capabilities to guide sales people, channel partners, and key customers through product selection, configuration, pricing, quoting, proposal, ordering, and status inquiry.

- Configuration using the Product Configurator helps users understand and select available features, options and dimensions, while ensuring they define a valid product.
- Product visualization helps users visually confirm their product, feature, and option selections during configuration. Options include static images, as well as generating dynamic 2D drawings, 3D CAD models, and photo-realistic images.
- Dynamic pricing quickly produces configuration-specific list price, dealer cost, and quoted selling price.
- Ordering uses the same product selection, configuration, visualization, and pricing capabilities to make direct order entry easy and intuitive for both sales people and self-service customers.
   Orders are automatically passed to your business system using enterprise integration.



#### Collaborate throughout your sales channels

You get fast, effective communications among all levels of your sales channel from customer to dealer, distributor—and you, the manufacturer—thanks to Sales Portal's collaboration capabilities.

- Your multi-level sales channel can work closely together to win more business, using export/Import and Internet-based communication capabilities for RFQs, orders, and other transactions.
- Customer service reps can work on open quotes or orders "on behalf of" dealers or outside sales reps to provide assistance.

#### Deploy anywhere, manage centrally

Get the right tools into the hands of all your sales people, regardless of where they work, with Sales Portal's modular, Internet-centric deployment architecture. You can deploy Sales Portal online for both office and mobile access or distributed to offline PCs. You can manage one system and one data repository with the confidence that everyone's information is always up to date.

# Easily integrate with enterprise and partner business processes

You can easily integrate Sales Portal with your enterprise and partner business processes because Sales Portal uses industry standard ETL/orchestration tools such as Microsoft® SQL Server Integration Services (SSIS), and others. You get a single point of control for sharing product, customer, and order information with all back-end manufacturing and business systems, as well as web-based collaborative demand and supply chain systems.

#### **Get more Information now**

Find out more about Infor Sales Portal by visiting www.infor.com/solutions/pcm/



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 70,000 customers in 194 countries improve operations, drive growth, and quickly adapt to changes in business demands. To learn more about Infor, please visit www.infor.com.

Copyright® 2013 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.

INF1236370-1361564-FN-US-0813-3