Infor Sales Portal

Sell through all of your channels

Infor's Configure Price Quote (CPQ) software allows manufacturers to streamline the selling and production of configured products. With CPQ software, you can drive revenue, reduce costs, and differentiate your brands. You'll be able to create compelling quotes, accurate orders, and complete bills of materials and routings.

Add Infor® Sales Portal to get a comprehensive quoting and ordering system for selling 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 website with a standard web browser and Internet connection. You can use the Sales Portal on 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.

Configure, price, quote, and order with confidence

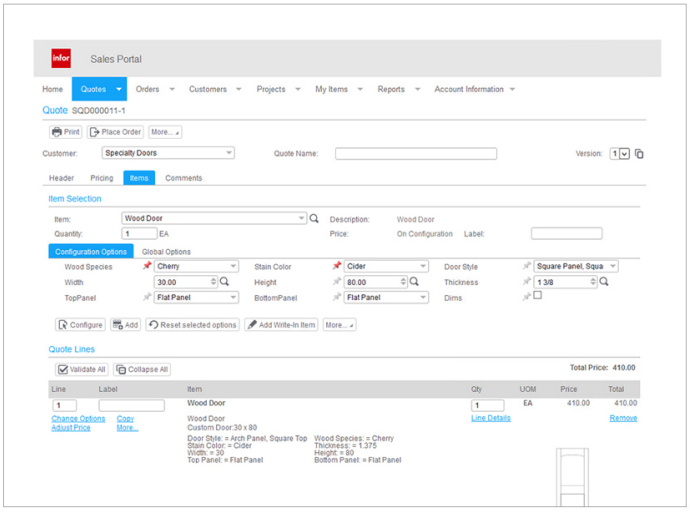
With Infor Sales Portal, you get a range of capabilities to guide sales people, channel partners, and key customers through product selection, configuration, pricing, quoting, proposal, ordering, and status inquiry.

- 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 and 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

Sales Portal can be easily integrated with your enterprise and partner business processes. Sales Portal provides end to end opportunity to cash, design to customer delivery, and complete procure-to-pay process integration. With Sales Portal, you get a single point of control for sharing product, customer, and order information with all of your back-end manufacturing and business systems, as well your as web-based collaborative demand and supply chain systems.

Learn more about Infor Sales Portal ›

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