



Infor Configure Price Quote for commercial printing and packaging

If you're in the commercial printing and packaging business, you know what it takes to survive in an industry buffeted by change. The combination of new and old forces driving your business is demanding that you find new ways to sell more effectively, produce more efficiently, and increase the value of your brand. You can meet these challenges with the help of Infor® Configure Price Quote (CPQ).

Achieve speed and accuracy

Give the power of advanced configure-price-quote (CPQ) technology to your entire network with Infor Configure Price Quote. With this image-driven, easy-to-use solution, you'll guarantee one vision from order to delivery—while cutting costs and boosting profits.

Whether configuring products or forming component kits, your sales force, partners, and distributors can provide the ideal buying experience to customers: fast, accurate, and visual. Become a preferred vendor in your industry—and shift more resources to innovating.

Empower your sales force

With Infor CPQ, your sales force will have the powerful capabilities it needs to address all of your customers' unique requirements with speed, accuracy, and personal attention.

Increase sales

Boost sales performance. Infor CPQ can significantly reduce the learning curve for new sales reps, so they quickly attain better quote-to-order ratios.

Help customers visualize their orders. With Infor CPQ, your sales team gets visualization tools to use in the quoting process, so customers can see realistic images of their final order.

Better manage product transitions. Infor CPQ helps you quickly and efficiently manage new offerings, allowing you to roll out new products, options, and pricing electronically—according to your exact plan.

Upsell more effectively. Infor CPQ gives sales reps receive tools to help them offer high-margin options that improve the profit-per-sale.

Reduce costs

With Infor CPQ, you can reduce costs and speed sales by improving order accuracy, better utilizing your equipment, and better managing material costs.

Deliver the perfect order. With Infor CPQ, you'll ensure customers have made all the choices they need and that the order you submit to production reflects the exact configuration, is on time, and delivers the expected costs.

Automate manufacturing instructions. Infor CPQ dynamically creates bills of materials (BOM) and manufacturing instructions on the fly, and can integrate with your ERP system to store these instructions with production orders. With dynamic instructions and drawings, you can eliminate a substantial number of errors that can creep into even the most well-run production process.

Reduce labor requirements. With Infor CPQ, you can dramatically reduce the labor required to fulfill an order. Rules-based BOM processes help avoid labor-intensive creation of thousands of versions, helping you eliminate the need for price books and re-keyed orders.

Strengthen your brand

With Infor CPQ, you'll be able to differentiate your company from local and national competitors. You'll be able to make the ordering process smooth, personalized, and enjoyable for customers. You'll also be able to increase the efficiency and accuracy of your internal processes so you deliver exactly what the customer ordered—on time.

Innovate faster. Customers think more highly of your company when they see fresh innovative features that clearly meet their needs better than competitors' offerings. Infor CPQ helps you speed up the pace of innovation by freeing up engineers, designers, and other technical professionals from the selling process.

Create a consistent buying experience. Whether they're deciding on typefaces with a sales rep or talking with a customer service rep on the phone, with Infor CPQ, you can make sure your products are represented exactly the same way, every time.

Deliver quality. Customers will move their business to a competitor if they don't get the product they ordered on time and in the exact configuration they specified. Infor CPQ helps you to attain the same level of quality for configured and customized paper products that customers expect from off-the-shelf products.

Streamline sales and differentiate your brand

Infor Configure Price Quote for commercial printing and packaging provides tools that help you and your sales force increase sales and reduce costs, ultimately serving to differentiate your brand.



Benefits

- Improve accuracy and customer satisfaction
- Increase sales and order add-ons
- Differentiate your brand through innovation
- Reduce cost-per-order
- Quickly turn new hires into product experts
- Accelerate the documentation process

Learn more about
[configure price quote solutions >](#)

Follow us : [in](#) [f](#) [t](#)



Copyright ©2018 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. www.infor.com.

641 Avenue of the Americas, New York, NY 10011

INF-1846925-en-US-0218-1