Configurator

Quote, sell and deliver complex, configured products easily

Many manufacturers—driven by increased customer service, mass customization and lean manufacturing—are transitioning their operations from Make-to-Stock to Make-to-Order. They are also looking for ways to reduce sales costs, slash sales cycle times, and increase order accuracy. To achieve these objectives, manufacturers need a solution that can customize products to customer specifications.

glovia.com Configurator is a powerful, web-based product configurator that enables you and your customers to create accurate sales quotes and sales orders for Make-to-Order, Assemble-to-Order, and Configure-to-Order products quickly and easily. Configurator is seamlessly integrated with glovia.com and has a flexible, rules-based configuration engine.
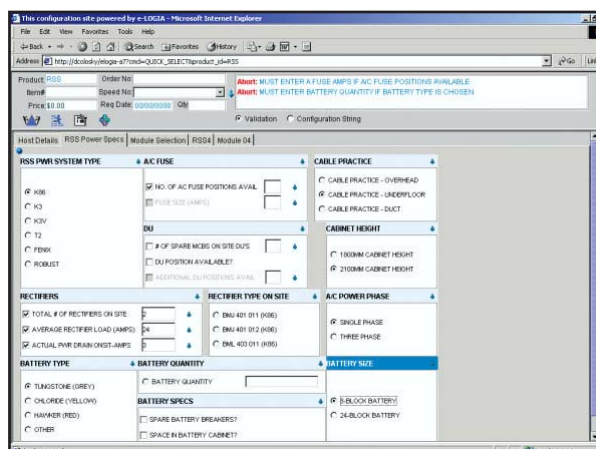
glovia.com Configurator delivers substantial business benefits that include:

- Eliminating sales quote and sales order entry errors
- Decreasing quote development cycle times
- Reducing cost of sales
- Increasing order and pricing accuracy
- Compressing quote-to-order cycle times
- Eliminating costly rework
- Increasing customer satisfaction levels

Improve Sales Quote and Order Process

glovia.com Configurator allows you to improve your entire quote-to-order business process significantly. When your customers select a configurable product within glovia.com Customer Self-Service, Sales Quotes, or Sales Orders, a powerful rules-based configuration engine is launched. Whether your product requires complex calculations and rules or you simply need to guide your customers through the selection of various models, features, and options, glovia.com's configuration engine will make the process simple and easy to use.

After the product has been fully configured, Configurator automatically creates an individual Bill of Materials and routing for the new item, which is sent to other glovia.com modules for execution.

Capture multiple intelligent choices

glovia.com Configurator features powerful sales quote and sales order functionality including:
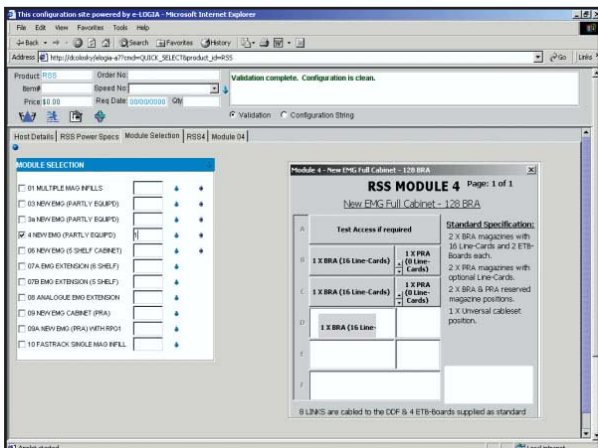
- User-defined data entry screens and controls
- Complete support for complex, multi-level product configurations
- Ability to produce estimates at project, quote, line-item or sub-line levels
- Full version control at all quote levels
- Support for both cost-based and feature-based pricing scenarios

- Real-time product configuration validation
- Ability to intermix configured and non-configured items
- Full product selection as well as guided selling capabilities
- 24/7 access via the Internet

Quickly Guide Customers to the Right Product

For some manufacturers, the biggest challenge may not be product configuration. The biggest challenge may actually be how to help their customers find the right product. With a conventional catalog-based system, your customers face a time-consuming and frustrating search for the product they need which often forces them to use cumbersome item numbers, descriptions, or product codes.

Configurator quickly guides your customers to the product they need using a query/response mechanism and an intuitive graphical interface. Your customers simply answer a series of questions or select images of the product they are looking for and the application rapidly guides them to the right product. Configurator helps you improve your customer service levels while it simultaneously increases quote and order accuracy.
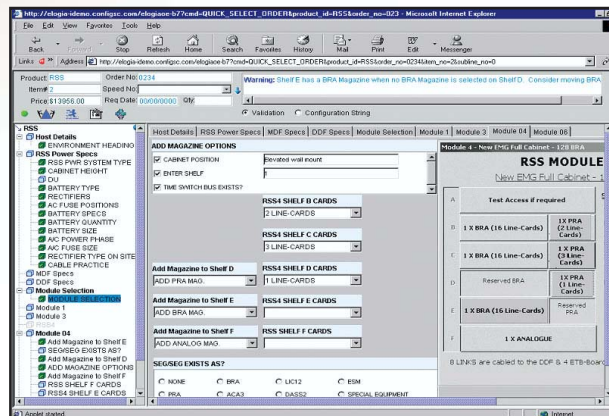
Increase Responsiveness and Slash Cycle Times

Configurator allows you to increase your responsiveness by compressing the quote-to-delivery cycle times for customized products. By guiding customers through the configuration process, the application ensures that accurate product specifications and pricing information are captured the first time and your customers have all the information they need to make a purchasing decision quickly.

Seamless Integration

Configurator is seamlessly integrated with other glovia.com applications — including Sales Quotes, Sales Orders, and Customer Self-Service — to automate the sales process completely. The application automatically generates and transfers configured product structure, pricing, and routing information to other glovia.com applications for execution.

View as a tree structure

Options include dimensions

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