

Powersphere™ Product Configurator **Solutions for the High Tech/Light Manufacturing Industry**

Part of the Powersphere family of solutions for high tech companies, Product Configurator handles make-to-order and standard products within a familiar web shopping experience. Multi-channel organizations can use this module to provide their partners with tailored quoting and ordering functions, so that they can sell your products with their personalized format.

Store unlimited quotes and easily process the best choice as a sales order. Configurator provides full kitting, SKU variants, and unlimited product dimensions to build complex pricing and product configurations easily and accurately. With full rules-based handling, you can ensure that your employees, customers and partners build valid configurations and get the right price the first time.

Better yet, there are no more spreadsheets to fill out and maintain. Price down to the product SKU level when you need to, without clogging up your inventory system with “ghost” product ID’s. Product marketers can quickly set up complete kitted configurations and create unlimited variations in an easy-to-use administration console.

Configurator gets accurate quotes and orders to you in record time through the use of simple browser entry, to help you drive your sales and reduce your costs.

Product Summary

Multi-Channel

Inside and outside sales teams and end-customers can use Powersphere Configurator securely from anywhere, anytime.

Kits and Variations

With unlimited kits, configurations, and one-step “cloning”, you can make sure that customers get what they want at the right time to drive more sales.

Rules Driven

Handle complex dependencies, check component quantities and other attributes and adjust prices on the fly.

Definable Product & Shopper Dimensions

Add prices, pictures, visual help, logos, special deals and track key buyer attributes in a simple, web-based administration tool.

Web-based for 24/7 Selling

Order and quotes are always available, running from anywhere with no training required.

Integrated to CRM & ERP

Linked to Microsoft Dynamics CRM and ERP systems to avoid duplication, streamline account management and shorten delivery cycles.

Accurate and Simple

Supports both complex configurations and standard product ordering in one familiar “web shopping” interface.

Product Details

Maximum Product Marketing

- Get the right solution to your buyers at the right price at the right time.
- How long does it take you to get a configured solution ordered and reviewed?
- Do you wish that you could get special offers and new products to your sales staff, customers and partners without weeks of training?
- Powertrak provides the simple way to get complex products on the market and orders coming in fast.

Multiple Channels

- Configurator can handle inside and outside sales teams, partners and end-customers all in one simple, secure e-Shopping system.
- Use the optional Powertrak Portal to provide access to quoting, service and customer support in one place to maximize customer retention and keep service costs down.

Product Details

Definable Dimensions

- Maintain product and “shopper”, attributes, such as product specifications, pictures, logos, preferences, billing, delivery information and other enhancements to provide a tailored experience with minimal administration.
- Pull in existing information from ERP and the CRM system.

Accurate and Streamlined

- Walk the buyer through the right path to build an accurate configured order without spreadsheet nightmares.
- Your product managers and manufacturing crew will stay happy and keep you off the phone fixing errors and adjusting prices.

Integrated to CRM & ERP

- Built-in links to ERP product inventory, and optional integration to Opportunity Management provide accuracy and improved pipeline management.
- Powersphere Product Configurator is built using the Powertrak Application Builder and shares data with the other systems.

Flexible Kitting

- Whether you have 4 or 4000 components, need 14 steps or 40, you can set up your own kits, categories and configuration flow.
- Derive new configurations and product variations quickly and easily with no coding or re-entry.

Rules-Driven

- Built to handle complex needs, the system can control flow, check math, verify multi-tiered requirements and adjust visual presentation.
- The rules handling is built into a non-programmer’s administration interface.

No Duplication, No Mistakes

- Because key data items are shared, not duplicated, billing addresses, prices, cost rollups and other key information is read on-the-fly and always current.
- Keep multiple quotes on hand and let the buyer pick the right one.
- Powersphere and Powertrak keeps tabs on where the open deals are, and helps your account managers close more business.
- Powertrak is modifiable through the optional Powertrak Application Builder, so you can interface the configurator to other back-office systems.

A Complete Solution

- Add Powertrak and Powersphere modules for specific industries, or add the general modules to improve every customer-facing department, even for multi-channel distribution and house holding situations.
- Powersphere, Powertrak, Microsoft Dynamics CRM and ERP solutions like Microsoft Great Plains Financials can help you round out a complete one-stop solution.