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Customer Success Stories

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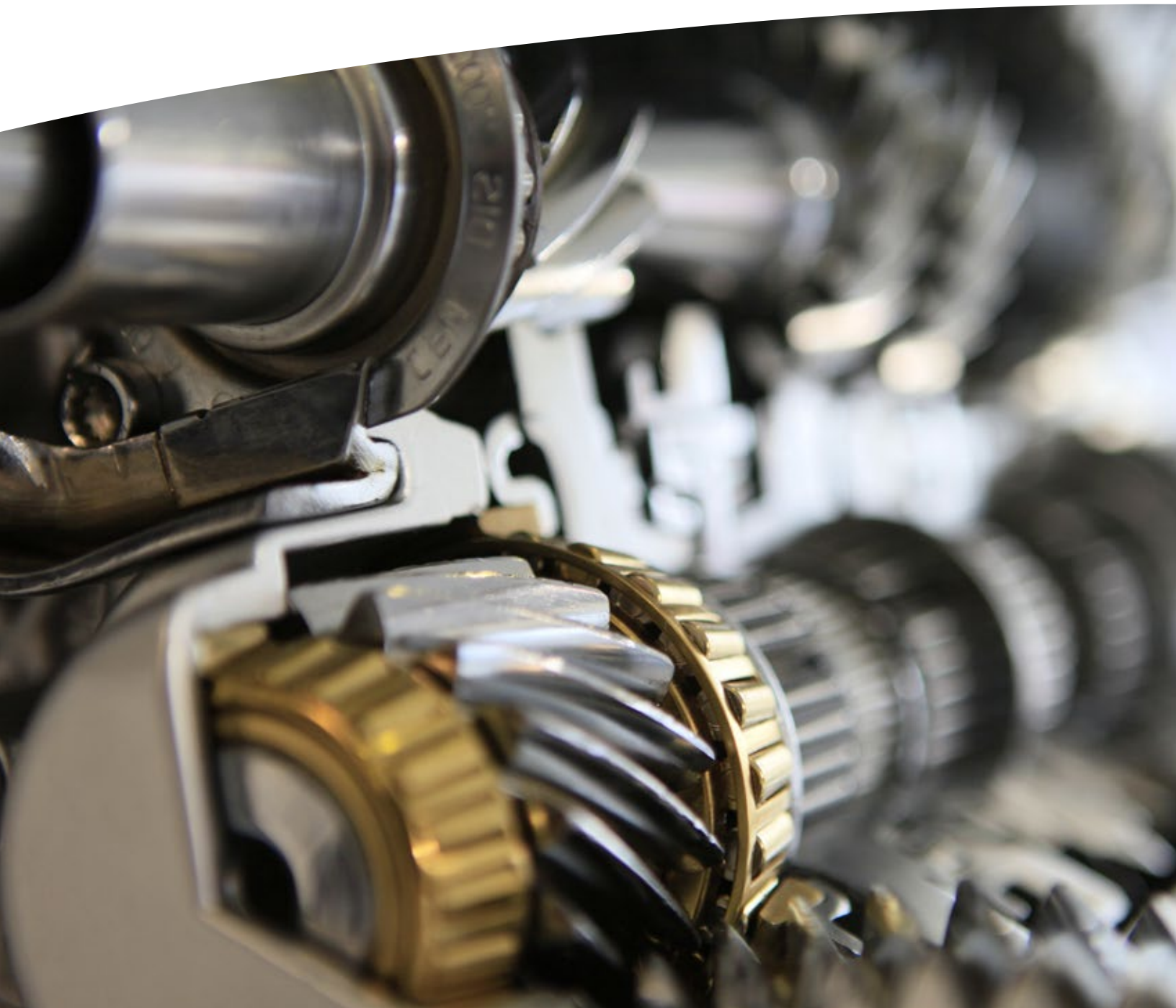


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L-R: CFO, Peter Gingerich; owner and founder, Steve Brenneman; and IT Software Projects Manager, Aaron Cannon

ATC Gains Full Visibility into Dealer Network and Improves Close Rate by 25%



Client

- Aluminum Trailer Company (ATC)

Industry

- Manufactures customized cargo, auto and specialty trailers

Size

- 200 employees
- 75 dealers in the U.S. and Canada
- 3,500 trailers built annually

Location

- Nappanee, IN

Results

- Reduced order defects by 90%
- Reduced time to quote a custom trailer by 50%
- Improved office throughput by 20% without additional resources
- Improved dealer close rate by 25%

Integration

- Order entry, engineering, production, shipping and billing

Applications

- Internally built custom order configurator, order management, CRM

Since 1999, a key part of ATC's sales success has been partnerships with independent retail dealers across the US and Canada. Using an internally built online platform, dealers would configure and submit customer orders that ATC would review and then send back with pricing and fulfillment details.

However, this method lacked standardization and allowed dealers to put together orders that were often incompatible with ATC's current product line. This required a time-consuming, back-and-forth exchange that was becoming

more and more unacceptable to the dealers, the company and the customers. According to Brenneman, "We needed a way to make our quoting system better reflect the actual processes that take place to build the product."

The Roadmap

Brenneman and his team considered all options:

- CFO, Peter Gingerich, led an internal selection team that evaluated solutions in the marketplace.
- IT Software Projects Manager, Aaron Cannon, considered all factors involved in pursuing the "built from scratch" option.
- An independent analytics firm was hired to observe firsthand how dealers were actually using the existing online tool.

What they learned about the dealer's workflow allowed ATC to conceptualize a roadmap that would help them develop a system to best fit their unique business model. Additionally, it would maximize efficiencies in the order-build process and improve the dealer-customer experience as well.

Encouragement from an Existing Partner

ATC had already determined that a market-ready solution was more practical and cost-efficient than building its own configurator when an existing partner stepped in with a recommendation.

ATC met with Cincom to discuss a multi-phased implementation plan that would work best with the manufacturer's day-to-day operations and cause as few disruptions as possible. This exercise helped ATC decide to move forward with Cincom.

"Pinnacle demonstrated how Cincom's Configure-Price-Quote (CPQ) solution was being used in an organization similar to ours, which encouraged us to contact Cincom."

– Steve Brenneman

The Solution

The project included integrating Cincom technology into ATC's IT infrastructure, thereby creating a seamless flow of information between processes. This allowed ATC to create a more structured environment and connect it to the dealer platform using an interface that displays clearly defined menu options.

"Cincom's solution is structured in a way that allows us to maintain control and modify our own business rules."

– Peter Gingerich

Dealer Roll-Out and Training

One of ATC's guiding principles was to build something that didn't require a user manual to operate. Gingerich says, "We found that new dealers were able to pick it up right away. Additionally, there are far fewer errors during the ordering process because the dealer and customer are guided through each step, creating an order based on available customization options."

Advanced Reporting and Forecasting

ATC can now capture data in a whole new way and at a much deeper level than previously possible. Order input can be displayed in a big-picture view or "cherry-picked" for more granular insight. ATC streams this information into its sales model for a complete view of its pipeline—an analytical level unable to be captured previously.

Visual Value Stream Mapping (VSM)

With ATC's previous order-quoting system, it was very hard to modify business rules. According to Gingerich, "It's refreshing to have a learning system in place where we can fix one issue at a time and then apply the fix globally throughout the system and ensure that all of the value streams adhere to it."

"The visual display of Cincom's solution helps identify areas that need better consistency across our value streams."

– Aaron Cannon

The Overall Experience

Today, ATC uses its order platform to process more than 80 order submittals from its retail dealers each week. This data-rich input is now uniformly channeled to the proper manufacturing areas to better coordinate all product efforts and expedite fulfillment. Achieving this level of technological advancement began with the initial strategic planning that took place between ATC and Cincom.



Dayton Lamina Reduces Order-to-Shop Processing Time by 60%!



DAYTON Lamina™

Situation

Providing innovations and techniques that improve the performance and productivity of stamping operations in customer plants, Dayton Lamina, a subsidiary of Federal Signal Corporation, accepts a high volume of order line items per day from around the world, with most being engineer-to-order (ETO). In addition, Dayton Lamina offers their customers delivery schedules that are as short as one day. Dayton Lamina turned to Cincom to replace its aging order processing system.

Q & A with Randy Wissinger, Vice-President of Finance, Dayton Lamina

What were your indications that Dayton Lamina needed to consider doing things differently surrounding your quote-to-order process?

One old ordering process was supported by custom-designed software that had its origination over 30 years ago. As we moved to expand the number of products, the complexity of system maintenance, product additions and internal skill sets drove us to look for a more standardized platform. Additionally, Dayton Lamina is a global corporation, however, we have vastly different levels of software sophistication in each subsidiary. Our desire was to create one global standard.

What are the overall business goals for this initiative?

Number one is ease of maintenance. Number two is globalization. Number three is the ability to interact with our customers over the internet. Number four is improved internal operations, due to increased flexibility of the software product.

Goals:

- Implement a system that domain experts, not just IT, can maintain
- Capture the intellectual capital of Dayton Lamina's product experts
- Make Dayton Lamina "easiest company to do business with"

Challenges:

- Replace a custom-designed software system that had been in use for over 30 years
- Integrate with Dayton Lamina's ERP system
- Reduce system maintenance and streamline the order-entry process

Solution:

Cincom CPQ™

- Guided Selling and Product Configurator Software

Key results:

- 50 percent time reduction in time-standards programming
- 30 year capture of intellectual capital and system data
- 60 percent reduction in order-to-shop processing time
- Reductions in inventory, optimized to customer demand

"Cincom is by far the most flexible and intuitive product we saw."

— Randy Wissinger, Vice-President of Finance, Dayton Lamina

How did Cincom stand out during selection?

We began the software selection process by looking for ERP systems that had a configurator. After a short time, we changed our focus to searching for a configurator, with the ERP system being secondary. Cincom was one of a very few products that could even meet our criteria and is, by far, the most flexible and intuitive product we saw. The graphical method of programming allowed our staff to work with the product without a heavy programming background.

Describe the business value and return-on-investment (ROI) you have experienced from using Cincom CPQ.

The primary value we received is placing configuration control into the hands of product specialists, not programmers. We want to be the easiest company to do business with, and Cincom will help us better serve our global customers.

How has Cincom helped you streamline your business?

An increased ability to translate the customer's product desires to the shop floor more effectively and the ability to produce and deliver the product correctly the first time and in the least amount of time.

Q & A with Dayton Lamina's project team

Describe what Dayton Lamina set out to do with Cincom technology.

Our project had two primary phases. Phase one included an order-entry system that validates the millions of ordered item combinations possible, an inventory selection process that optimizes inventory usage and a manufacturing routing application that selects required operations from our manufacturing process to convert inventory blanks into customer-ordered parts.

In phase two, we extended the order-entry application developed in phase one to allow our supply chain partners to enter orders directly into our system over the internet.

Inventory and process control

Cincom's solution helps us optimize our inventory control and manufacturing processes through reduced frequency of invalid orders, efficiency improvements in inventory usage and reduced time spent manually substituting, changing and creating routings for individual items.

Methods engineering

Cincom CPQ allows us to automate processing of a wider range of items typically considered specials. This ability to standardize more products reduces our customer's lead time on products that previously required special handling by a methods engineer. This way, customers receive the most up-to-date, consistent information about our products and services.

Engineering

With Cincom's solution, we are able to instantly compare parts that are ordered to all of the parts available in inventory. This allows us to quickly determine what inventory item is closest to the finished part required—eliminating waste and automating this complex process.

Manufacturing

The biggest influence we see Cincom's solution having is in manufacturing. In the past 50 years, we have managed to accumulate over 800,000 order processing records. By making manufacturing decisions based on rules and knowledge, we will eliminate the 800,000 records, make maintenance dramatically easier and produce more accurate and consistent manufacturing decisions.

What are your impressions of Cincom CPQ?

Cincom's solution stood out above many tools we considered. The flexibility of Cincom's solution allows us to utilize knowledge-based reasoning in making decisions over a wide range of areas. We have yet to identify anything we cannot do with it! If a process or decision can be rationally and consistently defined, we can apply the rules and logic in Cincom CPQ to make it happen.

About Cincom

Cincom helps companies do what's most important: win more business, operate efficiently and deliver as promised

For more information, send an e-mail to CPQ@cincom.com, or visit the company's website at www.cincom.com.



World Headquarters • Cincinnati, OH USA • US 1-800-224-6266 • info@cincom.com • cincom.com/contact-us

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Dennis Eagle Increases Build Rates with Cincom Configure-Price-Quote Technology



Industry

Waste and Recycling Specialty Vehicles

Location

Warwick, England

Goals

Develop pioneering refuse collection vehicles fully configured to meet each client's unique needs.

Challenges

- Cross-channel consistency with direct sales in the UK as well as with the global export market
- Ever-evolving legislative requirements

Results

- Time savings
- Sales quotation and fulfillment process accuracy
- Increased build rates
- A unified view of vehicle options across the whole business in engineering, sales, production and service

An Expanding Customer Base

Dennis Eagle, part of the Terberg RosRoca Group, is a world leader in the design and manufacture of refuse collection vehicles. The company produces bodies, chassis and bin lifts, each with different axle configurations, lengths, widths and weights. They manufacture over 1,000 units per year for UK local authorities and private sector contractors. In addition, the company has an expanding customer base overseas, including continental Europe, Scandinavia, Australia and the U.S.



The Opportunity

Most of Dennis Eagle's orders come from repeat customers who are familiar with the company's vehicles. However, sales reps typically guide them through actual specifications and the many choices available to them with each vehicle. Therefore, "we needed a way to standardize option definitions," says **Keith Day, Group Engineering Director**, "because each salesperson would describe the same option in a different way."

"We wanted to not only guide our customers through the choices available to them, but also needed an easy way to show them the standard options we already had. Most times, these options will take care of what they are looking for, thereby saving them the added cost of creating something new. Additionally, we wanted to automate the entire process from sales through manufacturing."

Vendor Selection

According to the **Group Configuration Manager, Graham Heydon**, "When we began looking at CPQ vendors, Cincom stood out because of the ease of use of their rules engine as well as the flexibility of the sales user experience. The close proximity and experience of Cincom's European consulting and support team was also a deciding factor."

Implementation and Value

The implementation took 18 months and followed a well-structured process. There were regular meetings, held both at the customer site as well as at Cincom, where Dennis Eagle had access to training and other individuals as needed.

According to Day, "The sales order phase was implemented first, then we moved on to the generation of work orders that are created from the configured specs. So the manufacturing BOM (Bill of Materials) is now automatically generated from the work order. Overall, the entire process was very well managed, and the implementation went according to plan."

Whereas before, Dennis Eagle's process was manual and reliant upon a few key individuals' knowledge of the products, with Cincom's solution, the process is automated and guided. Sales can see what's available and select from a predefined list of features and options.

Sales still has the flexibility to take a special request; however, now that special request needs to be assessed and signed off on before moving forward. They no longer

have the ability to quote a product that doesn't exist—at least not without first having it approved. This saves time since the discussion about whether to add this new feature or option is much more structured—and it happens up front, before a commitment is made to the customer.

Increased Build Rates

"Cincom's solution has taken a lot of the 'noise' out of the business because the amount of time we used to have to build into the process to resolve incorrect BOMs is no longer needed," Day explains.

"This has given us the capacity to increase our build rates because we're not tied up with investigating what went wrong and making sure it doesn't happen again. Those resources can now be used productively to process new orders."

Would You Do It Again?

When asked this question, Day answered, "Well, we are doing it again—with the introduction of Microsoft Dynamics."

"At the start of the selection process, we knew we were going to be implementing Microsoft Dynamics 365 as our ERP system. So we were looking for an organization that interfaced within that environment. And with Cincom, we knew we were dealing with experienced people who have come through this type of implementation before. We're also pushing it into other businesses within the Terberg RosRoca group. So effectively we are going through the entire implementation process again!"

Working with Cincom

Day says, "We wanted a proven organization with individuals who have gone through the pain of implementing a system in a complex manufacturing environment. Cincom was able to say, 'We've done this before and here is what we learned. If you do it this way, you'll save a bit of time and cost and get it in more effectively.' That was very useful for us."

"I recommend working with Cincom because of the quality of their people. Everyone we have dealt with has been very thorough, very professional and quite experienced. Whenever there has been an issue, Cincom has looked constructively at how they could resolve that issue as expediently as possible so we can get back on track. It has been a very successful process."





E-ONE Improves Efficiency with Cincom Configure-Price-Quote Technology

E-ONE is a leading fire apparatus manufacturer, making emergency vehicles, rescue trucks, aerial fire trucks and rescue pumpers. Part of the REV Group, E-ONE is one of the largest manufacturers of fire rescue vehicles in the United States, with more than 23,000 vehicles in operation around the world. They are the industry leader in product innovations and exceeding customer expectations—all of which began with its EzDRAW, EzONE, EzWRITER and EzONE2go product configurators, based on Cincom technology.



Complex, Customizable Products

The need for a versatile configure-price-quote (CPQ) solution was born out of the company's increasingly complex product offerings; E-ONE's emergency vehicles can have up to 14,000 customizable features. As a result, E-ONE was challenged with producing accurate quotes and orders that required significant amounts of resources and cost. E-ONE did not have structured processes for product definition and the release of new features. Dealers could "write in" their interpretations of an order, including instructions to the shop floor. This technique made systemic bill of material (BOM) determinations next to impossible.

The Solution

In 2005, E-ONE began implementation of its EzONE product configurator, based on Cincom technology. By the end of 2007, all E-ONE products were released into EzONE,

Goals

- Improve the accuracy of orders to build complex, customized fire trucks
- Eliminate waste from manufacturing system
- Reduce the cost of maintaining the system
- Make it easier for customers to order highly customized trucks

Challenges

- Little buy-in among departments
- Too much time between order receipt and order release
- Customer difficulty in accurately configuring orders for highly customized trucks

Key Results

- Improved forecasting: visibility at the time of quote rather than at the time of the order
- Reduced manufacturing costs
- Up to a 51 percent reduction in lead times
- Improved purchasing: less need to expedite parts
- Reduced inventory and improved inventory turns
- Faster response to market demands
- Improved dealer effectiveness
- Seamless integration with legacy systems
- Greater dealer and customer satisfaction
- Order processing time reduced by 41 percent

resulting in a marked improvement. Now, instead of an error-prone process that took days, customers can order highly customized fire rescue vehicles in minutes.

Capturing Tribal Knowledge and Shortening the Sales Process

Cincom's solution allows E-ONE to capture the knowledge of the product as they build it. Their prior configuration product relied a lot on tribal knowledge, which meant their dealers had to be very good fire truck designers. Using Cincom, they capture the knowledge in the product, and that allows them to push that knowledge into the dealers' hands, so they don't necessarily need to know every single thing about a fire truck in order to configure it. A dealer can now create a new quote and have it available to his customer in under 20 minutes – a process that would have required days of phone calls back and forth between sales and dealer support.

Developing Highly Customized Quotes

"With Cincom technology, we were able to develop a quoting tool that we could populate with thousands of options and hundreds of rules, allowing the dealer to develop a highly customized quote for the wide variety of products we offer."

Working with Cincom

Cincom worked closely with E-ONE's team in the creation of EzONE and helped guide the project to successful completion.

Defining the Product

The critical linchpin to product development is product definition. The product needs to be set up with a good foundation in order to make it successful. The Cincom team helped E-ONE with that.

According to E-ONE's Configuration Manager, "One of the great things about Cincom technology is that there are so many paths you can move through to reach your end goal. So we had to determine what the correct path was for us, and Cincom really made that a much easier experience. They came in, analyzed our needs and became a part of our team in helping us to figure it out."

Easy Integration

Cincom even made the integration of the new system into the legacy software easy. "Every company has a suite of software that they use, and leveraging in another suite of software can be difficult. With Cincom, that wasn't

a problem. We were able to feed our ERP system, our reporting system and our financial systems. It all meshed seamlessly, and again, Cincom was wonderful in helping us figure out those touch points."

Ongoing Support When Needed

After the implementation was completed and EzONE was live, it was the Cincom Support team's turn to shine. "In the rare occasion that we do have an issue, they're right there. They're always available, they always get back to us and they stay on top of the issue like it was their own."

Making E-ONE Successful

E-ONE's Configuration Manager ticks off the ways that Cincom's solution helped turn the company around.

"Using Cincom's solution, we can:

- Time our release of the product with the release of the configuration for that product, so that our dealers can order them immediately when they're available.
- Capture the knowledge of the product as we build it and push that knowledge into the dealers' hands.
- Improve the timeliness of bid reviews and the accuracy of orders as they come in."

"Cincom's solution has put us in a strategically well-placed position."

– Configuration Manager, E-ONE

Recruiting New Dealers

E-ONE uses EzONE as a selling tool and a recruitment tool for new dealers. According to E-ONE's Configuration Manager, "It's a very powerful tool that allows the dealer to get information out of E-ONE without phone calls. They can get detailed specifications on customized products that they're developing for customers. One of our dealers told us that he views it as a competitive advantage in his market."

The Bottom Line

E-ONE's Configuration Manager continues, "Without the Cincom technology, frankly, we wouldn't be able to manage the front-end business the way we do today. It enables our channel to sell our trucks, to get information to the customers and to get the orders in the door."



Cincom CPQ™ Enables Fassi Cranes to Reach New Heights



Situation

Fassi Gru, an Italian crane manufacturer established in 1965, exports its range of quality products to the entire world and guarantees technological innovation and technical assistance at the highest level. The number-two brand in the world in its sector sells via a sales network spread across almost 60 markets worldwide. Fassi produces around 10,000 cranes per year in 11 plants across Italy.

All of the cranes are tailor made and custom built for each client. This explains the astonishing extent of the Fassi range, with over 60 models in 30,000 configurations. Customers choose Fassi products most of all for their quality and their equipment. Over 90 percent of a Fassi crane is manufactured directly in one of their factories. Fassi organizes its operations via component production workshops, assembly plants, crane testing centers and a logistics center that manages and automates crane stock and parts.

Business Challenge

A Fassi crane is made up of an infinite number of variants, and some of them can conflict with each other. The Fassi Group sales office receives orders from all over the world. In the past, orders came in via e-mail or fax using individual order forms. During their global expansion, the number of orders increased dramatically. These orders had to be filtered and oftentimes technically corrected before they could be entered into their ERP system. Also at the sales level, the technical knowledge did not always suffice causing ultimate control to occur at the production planning level.

The product configurator guarantees that orders are correctly generated 100 percent of the time, and they can be completely integrated into Fassi's ERP system. With the implementation of a configurator, Fassi's goal was to reduce the time spent manually checking and correcting orders, thus increasing the efficiency of their entire sales and configuration process. Also, Fassi wanted to better manage its product range, more effectively monitor the work of their dealers and improve the entire process from planning through production.

Goal:

Implement a product configurator that meets Fassi's requirements of a highly complex product range sold by a worldwide dealership

Challenges:

- Guarantee configuration accuracy and effectiveness with a global sales network
- Ensure user-friendly configurations by non-IT people
- Establish flexibility in managing highly complex configurations
- Achieve 100 percent compatibility with Fassi's ERP system

Solution:

- Cincom CPQ
- Guided Selling and Product Configuration Software

Results:

- Configurations can now be integrated straight from the dealers into Fassi's ERP system, 24 hours a day
- Error-free configurations
- Their dealers' work can be efficiently monitored all over the world
- Improved production planning and faster raw-material requirements planning

System Selection

Fassi had tested other configuration products in the past, but these had not met 100 percent of their needs. Products were dismissed since rules definition and management were far too complex. It was important that the configuration solution chosen could completely be controlled in-house and be integrated with their ERP system. This way the production people who know cranes inside out could implement the projects—not their IT specialists.

Fassi was very impressed with the speed and efficiency of the first Cincom demo on their product range. Roberto Calegari, Group Supply Chain Manager, explained, "We found that Cincom's staff had high levels of expertise and knew what they were doing."

Immediate Results

The configurator project took around six working months to implement with a group of four Fassi people. Calegari, who was surprised at how quickly the Cincom configurator was up and running, said, "After four or five days of training, we could already start using it (though naturally with help from Cincom staff)."

The configurator's impact on Fassi's efficiency is significant. Fassi is now able to receive configurations from all over the world 24 hours a day. Orders from very different time zones (e.g., Australia and Canada) are already in the system when the Italian sales office starts working in the morning.

Fassi found that Cincom's configurator combined several advantages:

- Rules can be easily defined in trees or case format by a graphical interface.
- A wide range of rules: selection rules, constraint rules, configuration rules and procedural rules.
- The product is totally compatible with all of the Fassi IT systems.
- The product is highly accurate even at the part level and very flexible in managing complex configurations.
- You can constantly update/check configurations to improve them during the project implementation.

Vendor Assessment

Fassi has been very pleased with the results from their implementation. Calegari stated, "We have certainly had a very positive experience with Cincom. We consider it to be a very serious company doing all that it takes to satisfy its customers' requests. We've noticed that the Cincom product is a very powerful and versatile engine, able to cope with complex products and processes that are hard to manage, and producing error-free results."

The fact that throughout the project, the Cincom team was very helpful to solve any problem contributed positively to Fassi's selection.



World Headquarters • Cincinnati, OH USA • US 1-800-224-6266 • info@cincom.com • cincom.com/contact-us

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Spirax Sarco Increases Proposal Generation by 40%



The Challenge

With over 100 years of experience in designing and manufacturing specialized systems for controlling steam, condensates and liquids, Spirax Sarco was looking for ways to grow its business, and its "control systems," which offer the highest potential for growth, were a strategic focus.

The control systems head office, based in Châtelleraut in southwestern France, launched two key projects: expand its product offering and set up a configurator in order to improve efficiency. The aim of the configurator was to

Client

- Spirax Sarco

Sector

- Steam, condensate and liquid management systems

Size

- Sales: \$64 million in France, \$976 million worldwide
- Employees: 256 in France, 4,800 worldwide
- 38 sales outlets and nine production units
- Businesses in 30 countries, represented in 120
- 300,000 parts manufactured per year

Location

- Châtelleraut, southwestern France

Solution Selected

- Cincom Configure-Price-Quote Technology

Results

- 40% increase in number of estimates generated
- Proposal generation time reduced from 1-10 days to only 15 minutes
- Configuration and estimate errors eliminated
- Factory returns eliminated
- Resource allocation improved
- Customer service quality improved

Integration

- Sales outlets, sales and distribution departments, technical departments and production

enable Spirax Sarco to boost product sales internally to the 38 sales outlets in the group and—through a knock-on effect—to customers in nearly 120 countries.

Complex Configurations and Estimates

The control systems division has over 6,000 product references and manufactures 300,000 parts per year. Besides control valves, this range includes pneumatic/ electric actuators, independent control systems as well as accessories such as filters, separators and check valves.

Limited Solution Source of Errors

Before Cincom, a simple spreadsheet was used to configure valves and generate estimates. This unwieldy solution had reached its limit, and errors started to slip into configurations and estimates.

The impact of these quality defects was threefold:

- Additional costs and lower profit margins
- Delivery delays
- Loss of customer confidence

Long, Tedious, Non-Standardized Processes

Sales & Distribution depended on the knowledge of technical specialists, which could cause bottlenecks leading to three pitfalls:

- Lack of standardization
- Long and irregular delivery times
- Loss of revenue

Inevitable Consequences

With inadequate tools and processes, the risk of negative customer experiences could only increase with the planned increase in their product lines, adversely affecting Spirax Sarco's image and growth. A solution was urgently needed, particularly as the control systems division had been earmarked to spur the company's development with a 20% growth target over five years.

Ambitious Goals

Spirax Sarco began looking for a solution that would improve customer service quality and generate growth while achieving the following three objectives:

- Organize and standardize proposals and model specialists' knowledge to avoid having to rely on them.

- Integrate the proposal system in the ERP so as to convert estimates into orders quickly and avoid typing information twice.
- Optimize costs by eliminating factory returns and meeting an increasing number of orders through the same number of employees.

The aim was to open up the system to the group's 38 sales outlets through a portal. Once up and running, they could pass on the benefits to their customers through faster response times.

Choice of Cincom

The functionality and flexibility of Cincom's solution, a configuration, pricing and estimate generation tool, was the perfect answer to Spirax Sarco's needs. With the high demand for consulting services that this project involved, Cincom's geographical and linguistic proximity coupled with its flexibility made all the difference.

Fast Uptake

Employees quickly took up the new solution, becoming more independent and being able to depend on a reliable system. International sales outlets are happy that they no longer have to depend on the head office or be tied down by time differences.

Lighter, Faster Processes

Cincom technology has freed up the Spirax Sarco industry experts and allowed Sales & Distribution to be independent. Delays and frustrations are now a thing of the past!

Cincom's solution does not require intensive training, and its flexibility enables the system to be customized as desired, allowing Spirax Sarco to tackle expanding its valve range with peace of mind.

Convincing Results

The benefits from day one have been indisputable. Configuring and pricing proposals now takes 15 minutes as opposed to 1-10 days, and the number of estimates generated by Sales & Distribution has risen 40%.

Cincom CPQ is your solution for growing sales revenue



Experts here to help you succeed



Every configuration accounted for



Deliver accurate quotes quicker



Sell only what you can build



Seamless guidance for both buyer and seller



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