

# SAE CPQ FACTSHEET

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Overview of selected features and benefits

*CONFIGURE, PRICE, QUOTE  
& CONVINCING CUSTOMERS VISUALLY...*

*...WITH THE  
SAE PRODUCT CONFIGURATOR*



# SAE CPQ Factsheet

CONFIGURE, PRICE, QUOTE & CONVINCING CUSTOMERS VISUALLY...  
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## Configure

*Configure your products easily, fast & technically feasible:*

### **For your technical department/ADMIN:**

Configuration and master data import from ERP

Master data maintenance & configuration modeling in SAE CPQ

Visual capturing of relationship knowledge

Automatic syntax generation & continuous validity check

Easy integration of product images, text, files and videos

Hierarchical product group structure incl. flexible assignment

Single and multilevel configuration model

Automatic code generation for maximum usability

Bulk import and Excel integration

Creation of easy product models with maximum BOM

Automatic validation of rules and product structures

Route tables & solver technology for simple modelling of relationship knowledge

Module specific tutorials for maximum support

### **For your sales department:**

Guided selling: Empower and support sales with guided configuration

Product configuration for all industries

Guaranteed technical feasibility (100% realizable for production)

Various configuration layouts (table, column, tile view, interactive 3D)

Creation of configuration templates (e.g. bestsellers, preferred variants, ...)

Validation throughout configuration process

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Professional mode (free evaluation, detached from the relationship knowledge)

Product finder technology

Alternatives and options

Automatic generation of the sales BOM

Automatic generation of the technical BOM

Quotation versioning & release management

Comparison of configurations (renew old offers if required)

Undo – simple decision resetting

Processing workflow

Status concept

Module specific tutorials for maximum support

## 3D Add on

*SAE CPQ modularly expandable to SAE 3D CPQ:*

Interactive and dynamic 3D configuration

Web-based: digital twin is browser compatible (WebGL format)

DIY: All necessary process steps can be performed by your team

Starting point is your existing CAD data from engineering

Connect the digital twins with the configuration rules by one click

Easy layout planning

Create product animations and features all by yourself

Free positioning and combinations – for a customer specific solution

Automated generation of CAD model based on 3D sales model

Module specific tutorials for maximum support

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## Price

*Empower your worldwide sales with correct and country specific prices:*

.....  
Import of calculation procedures, conditions & customizing from ERP (e.g. SAP® SD)  
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Depiction of country and target group specific pricing  
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.....  
Variant prices  
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Currency conversion  
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Discount patterns  
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Individual discount limits for users, countries, areas etc.  
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.....  
Manufacturing cost calculation  
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.....  
Bulk import and Excel integration  
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Price update and pricelist management  
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.....  
Price adaption in the future / Price maintenance for the future  
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.....  
Price limits / target prices  
.....

## Quote

*Easily create sophisticated and attractive quotes:*

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Consistent, legally secure, comprehensive and CI-compliant quote documents  
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.....  
Country, target group and user-specific quotations  
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.....  
Long and short version of specifications of the printed quotation  
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.....  
Output of quotes in Word, Excel and PDF  
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.....  
Multi-language support  
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.....  
Budget restriction for quotes  
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.....  
Role-based dashboard (different user groups / all sales activities)  
.....

.....  
User individual analyses  
.....

.....  
Quote versioning incl. history of changes  
.....

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Integration of delivery and payment terms

Powerful toolkit for document templates (e.g. GTC, scope of delivery, technical specifications, product data sheets)

Customer individual customizing for layouts, standard texts and images

DIY: create and change texts & layouts all by yourself

Role-based authorization logic

Transfer of quotes to ERP / SAP with one click (as an inquiry, quotation or order)

Omni-channel sales: partners, dealers, worldwide subsidiaries and traders

E-commerce for customer self service (webshop)

## Technology

*Our software works 24/7, everywhere and 100% reliable:*

Standard software, individualization via customizing

Continuously expansion with new features in regular releases

PEN-TEST & certifications for maximum security

Intuitive interfaces

Customizable to your Corporate Identity (CI)

On Premise (independent of the operating system), private or public cloud

Web applications with optional offline client

Browser independent functionality (Safari, Windows, Google, Firefox, ...)

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100% SAP consistent (SAP® R/3, S/4HANA VC, AVC, SD)

Standalone application

Unicode compatible

ESB consistent

Multi-language support

Manages complex organizational structures, access and role concepts

Load-balancer & cluster technology

Module specific tutorials for maximum support

## System landscape & Interfaces

*A perfect system landscape integrates your data and systems:*

Standard interfaces (independent of software producer):

- ✓ ERP
- ✓ PLM
- ✓ CAD
- ✓ CRM
- ✓ PIM
- ✓ DMS
- ✓ ...

100% consistency with the SAP® product range:

- ✓ SAE is SAP® Silver Partner
- ✓ Import of all SAP objects (e.g. configurations) & data incl. customizing
- ✓ SAE completely performs SAP LO-VC configurations online
- ✓ SAE applications are of course also compatible with SAP S4/HANA
- ✓ SAP-Hybris
- ✓ SAP C4C
- ✓ ...

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## Maintenance & Support

*Support and maintenance for licenced software:*

Updates with short downtime

Support from SAE experts

First or second level support possible

User documentation

Tutorials

Online support

Documentation of standard interfaces

**CURIOUS? Let's achieve your goals together!**

## CONTACT US

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