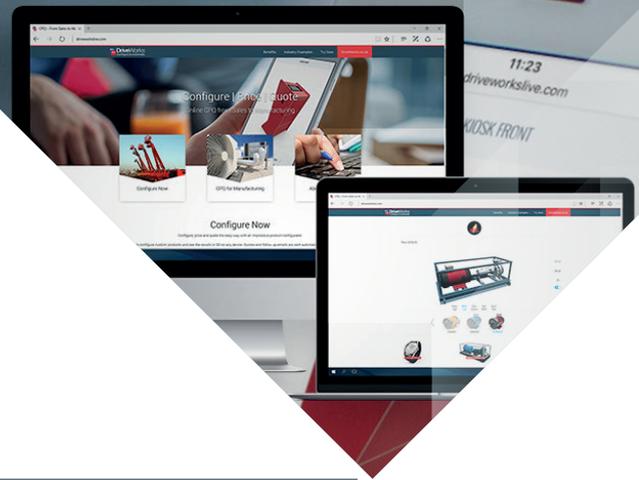


# DriveWorks

## PARTNER FACTSHEET

### ONLINE SALES CONFIGURATOR

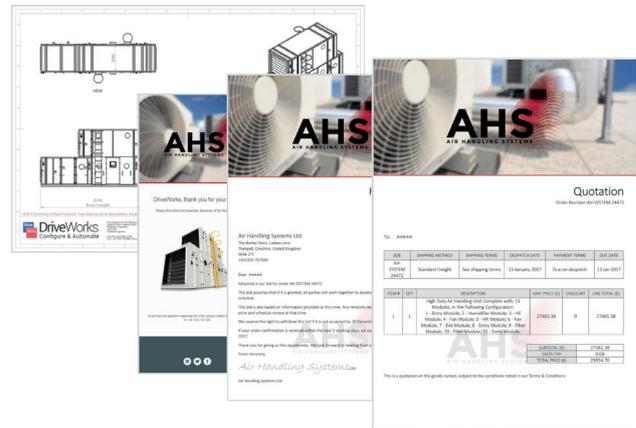


Are your sales orders the “same but different” each time? The same because they are made up of similar products that you have manufactured before, with similar designs and containing similar components, but different because they vary in size, features or quantity, or because different sales conditions apply for each order? Quoting for, winning and delivering when every order is different can be costly and time consuming. In an Engineer-to-Order or Configure-to-Order environment this typically involves a higher level of technical expertise. This extends the sales cycle and increases the cost of sale per order. This is exacerbated if you have a low quote to win ratio.

Imagine if you could confidently bring your manufacturing and sales knowledge together and help your sales people, dealers and even your customer configure the products they want and all within the “rules” of what you know is possible and commercially viable. Imagine too if that process could be completed either internally or externally and on a range of devices e.g. Tablet, Smartphone etc. The DriveWorks – Sales Configurator for SYSPRO SYSPRO Sales Configurator will extend your sales reach with accurate, real-time quotes, BOMs and even 3D previews. It can be set up to send emails with quotes and custom attachments automatically, whilst all being seamlessly integrated in to your SYSPRO ERP system.

### The Benefits of DriveWorks

- **Eliminate costly errors:** Generate sales and manufacturing data and documents based on YOUR rules, so results are consistent and accurate
- **Gain competitive advantage:** Bridge the gap between Engineering and Sales by empowering your sales channel with expert product knowledge and powerful tools that include 3D, order specific drawings and quotes
- **Save Time:** Seamless integration to SYSPRO lets you automatically pull data on to forms and transfer back to the ERP system. Data is entered only once saving valuable time enabling production to commence as soon as the order is placed
- **Increase sales:** Provide a fast & accurate response to customer enquiries to win more profitable orders



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# DriveWorks

## PARTNER FACTSHEET

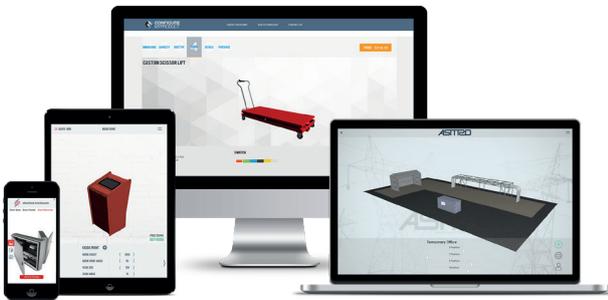
ONLINE SALES CONFIGURATOR

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### DriveWorks Features

- Best in class SOLIDWORKS CAD Automation
- Powerful rules engine (Math, logic, data)
- Customisable Form Designer (quickly publish to web)
- Intelligent Work Flow (Who, what and when)
- Automatically retrieves and instantly processes documents as they arrive
- Routes and processes documents without operator intervention
- Sends email notifications on processed data
- Extensive error handling and document correction routines
- Interacts with any available SYSPRO business objects. (e.g. create a sales order from an EDI file)
- Can be driven from SQL transactions as well as EDI files
- Generates multiple transactions from a single starting point
- Conditional processing of the content of the file
- Uses Web services to drive DataSwitch
- The in-built user security allows operators to monitor transactions they have been allocated without being able to update the system setup or see transactions from other departments



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