



PLEX SMART MANUFACTURING

The CTO/ATO Opportunity to Fulfillment Reimagined

Companies that offer configurable product lines often have intense Configure-To-Order processes that require valuable product experts, kludgy estimating systems and too much time to estimate, validate and communicate. CTO manufacturers frequently experience bottlenecks in their sales, estimating, and product launch processes that leave them vulnerable to market competition, expensive data replication activities, and customer satisfaction issues.

Modern Configure, Price, Quote (CPQ) applications like **Configure One** knock down the barriers and streamline the challenging configuration process, harnessing and standardizing the specialized knowledge of product experts. Using this technology, complex configurations can be created and estimated by internal sales reps, directly by distributors, or even exposed to customers for self-service configuration and estimation through a contemporary, guided website experience.

World Class ERP systems such as **Plex Smart Manufacturing Platform** bring these unique manufacturers the ERP framework the future will be built on. Technology designed to work on industrial scale. At the speed of the 24/7/365, always-on, hyper-connected, just-in-time global economy, Plex offers a true breadth of superior ERP modules to meet the challenges of today's CTO manufacturer.

Use the **Revolution Connector** to seamlessly link the impressive Configure One and Plex Smart Manufacturing systems and you have a completely integrated solution that truly achieves Best of Breed status within the CTO manufacturing market. Imagine, complex Estimating and Operations processes, integrated in the cloud, that enhance the connection between your customer and shop floor, energizing sales and amplifying customer satisfaction.



Customer approaches manufacturer regarding a custom system/product



Manufacturer initiates quote with Configure One CPQ



Systems/Products are configured & quote is shared with customer



Quote is approved, converted to an Order and sent to ERP



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