

**camos.**

The configure price quote solution



## Generating quotations with camos

### The software solution

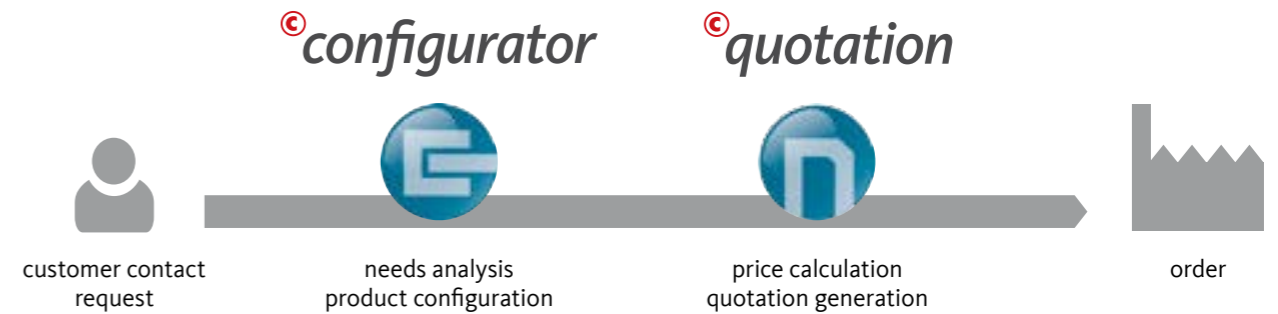
The perfect software combination for generating price quotations and error-free configuration of highly varied products and services in user friendly manner is called camos Quotation and camos Configurator. The price quotation configurator specifies all desired product variants in the shortest imaginable time, thoroughly checked and verified that the contents are correct and details are precise. Descriptive texts, manufacturing costs, sales prices and profit margins are ascertained, including for project-specific items and functions which are not individually construed in detail until a given order is made.

The high performance quotation tool was developed based upon experiences from more than 150 international projects. Therefore it provides a wide range of functions even in its standard version.

### The camos solutions are ideal for ...

- mid-sized and large companies selling highly variable products, plants and services,
- companies selling advice-intensive products also in the internet.

Successful companies  
work with price  
quotation configurators



### Quotation configuration with camos

- guided needs analysis to ascertain requirements of customer-specific product variants
- product and component selection based on properties and characteristics
- configurations corresponding to pre-determined rules in order to avoid errors in the price quotation process
- interactive, flexible configuration process in which the user can intervene at any time in any sequence
- ongoing, forward-looking feasibility checks, so that user can see the appropriate selection which is permitted or prohibited in current context at any time
- automatic explanation of any breach of rules
- quotation structure displayed at a glance
- alternatives and options
- non-binding quotation items including manufacturing cost calculations
- price calculation based on price lists or manufacturing costs
- parallel handling of price quotations by more than one user simultaneously
- quotation comparisons and versioning
- search for suitable quotations via classified features
- quotations printed in any language in freely designable layouts

## Selected functions

### Individual needs analysis

The user is first asked specific questions by camos Configurator to ascertain the customer's special requirements. Based on those answers, suitable product variants are then proposed. In addition, the user receives information on the benefits of the products as well as information on possible product alternatives and enhancements.

### Flexible configuration process

The suitable product is displayed in easily graspable ways including its components and features. The user can alter, add or rearrange components and features at any time. The selection which is possible or prohibited for each context is also displayed. Thus, the customer receives the product which best suits his own needs and requirements. Configuration errors and contradictions are immediately displayed, accompanied by a convincing explanation.

### Price quotations generated conveniently

The price quotation is displayed as an easily graspable overview which is also used for navigation. Product information, e. g. illustrations, videos, technical specifications, are supplied to complete the depiction of the individual components. Dialogue language, language of findings, currency, dates of validity (for calculation purposes), as well as the current applicable price lists can be freely selected. All Windows-typical functions, e. g. copying, data movement, deleting and inserting, are also available. Each item is also automatically numbered, in accordance with pre-determined algorithms.

### Manual quotation items

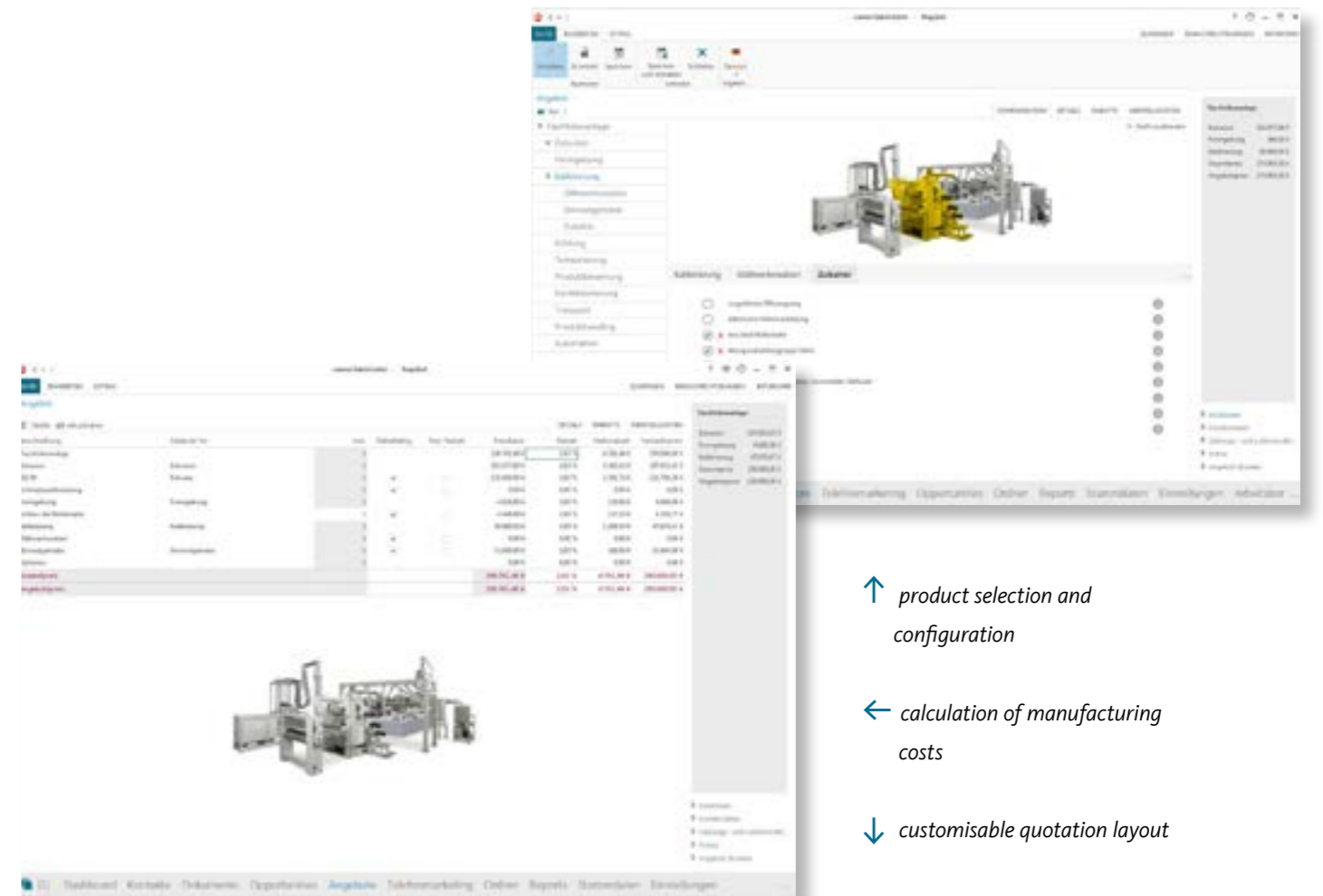
Freely variable quotation items, accompanying explanatory texts and cost calculations can also be added at any time, assuming the appropriate authorisation. For all price items, any number of options and alternatives can be added.

### Price quotation calculation based on price lists and/or manufacturing costs

The basis for generating a price quotation is supplied by material catalogs and price lists. Any number of price lists can be used, e. g. for different countries or different applications and uses. Informational details on materials and prices are maintained in the quotation configurator or taken into other systems, e. g. ERP. In a calculation overview, discounts on individual items or groups of elements can also be handled. Customer-specific conditions are automatically taken into consideration. Manufacturing costs are used for the pricing – calculated on basis of an enhanced, multilevel overhead calculation. Authorised access to confidential information is protected by user access rights.

### Making and comparing varying versions of quotations

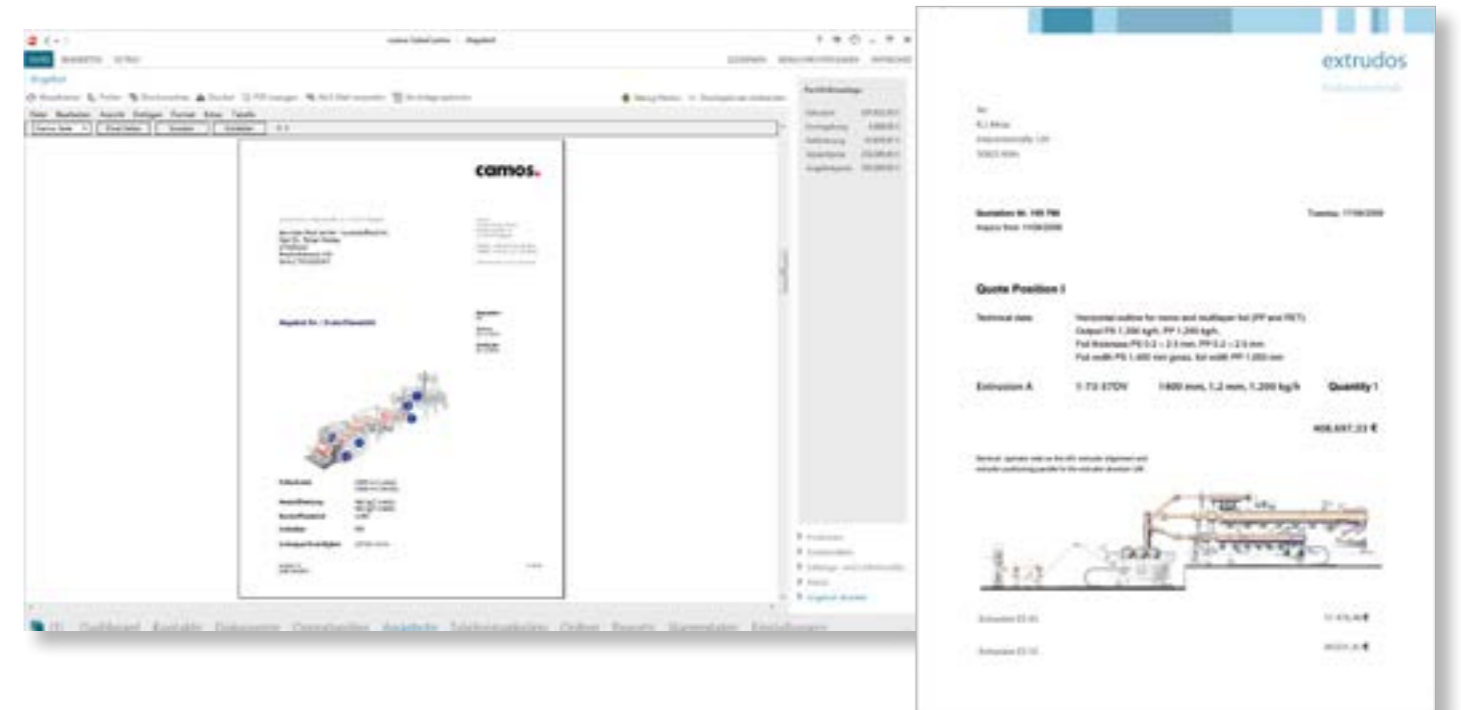
In project-oriented sales it is important to maintain the highest possible overview. For each and every quotation, any desired number of versions including optional items and alternatives can be generated. In a tabular overview, quotation comparisons, i. e. the distinctions between two different quotations, can be gleaned with ease.



↑ product selection and configuration

← calculation of manufacturing costs

↓ customisable quotation layout



## Selected functions

### Handling parallel quotations

Quotations can be revised and handled simultaneously in parallel fashion by various people from different departments, factories and locations. Items pertinent to the quotation can be set aside, i. e. reserved, and then freed for use again after their revision. The accessible views of quotation data can be adapted to the given role of an employer or reduced as desired. In determining prices, surcharges, supplements and rebates which are contingent to a given project, as well as intercompany pricing, can be taken into consideration and reflected.

### Quotations printed in any language

Setting the printout in any language and in varying currencies is just as easy as country specific printing formats. Any type of data, such as technical features, can be added into the texts. Country specific measuring units are automatically taken into consideration and reflected.

### International disposability

The language of the quotation configurator user interface can be freely selected. Translations are deposited simply and easily with the help of the translator tool camos Translate. Technical features can be recalculated and displayed to reflect country specific measuring units. Prices are re-calculated into any currencies. All information on products, prices, technical options and accessories are instantly available independent of national borders, anywhere in the world.

### Management of master data

With a management tool, data such as material catalogues, quotation texts, text modules and price lists can be simply and easily maintained.

### Build-up and maintenance of product knowledge base

With the software solution known as camos Develop, camos provides an outstanding tool for maintenance of the product knowledge base. Through its user-friendly and high performance development system, product structures and the knowledge relating to a configuration are modelled swiftly in easily graspable form. The product knowledge which is displayed reflects all inherited and encapsulated mechanisms in extremely compact ways which are simple to revise whenever necessary. The specialist operating department can also describe complex related aspects and exclusions simply and easily without programming knowledge by means of a graphic rules editor. Additional tools such as decision-making tables, constraints and methods, e. g. any number of algorithms, are also available. Item texts, prices, object parameters and characteristics are maintained in easily viewed ways in the master-file data management if they are not already accessible via the corresponding interfaces from the ERP system.

### Seamless system integration

The camos Configurator tool can be seamlessly integrated into CRM, ERP, PLM or CAD systems.

## The benefits at a glance

### Accelerated sales process

In generating price quotations for products requiring a high amount of explanation, wide ranging product knowledge is necessary. In the quotation configurator by camos, this knowledge is provided in easily graspable ways and centrally managed. Thus, the entire knowledge is ongoingly available for sales employees. Time consuming communication and cooperation with other departments fall away completely. Sales representatives can instantly react to customer wishes on the basis of needs analysis and make complete and accurate quotations. The customer receives all necessary information for placing the order – the timespan from the first customer contact to placing an order is notably shortened.

### Shorter lead and delivery times

All product information is instantly available. Also retailers and subsidiaries are always up-to-date. New products can be introduced quickly.

Major gains in time, both for technical clearing and quoting, quicken the customer's decision making process. Utterly precise and accurate specifications of products and services reduce expenses for engineering, bill of materials and process plan generation. Correctly configured products can be processed immediately, partly even automatically. The consequences are far shorter lead times and quicker delivery dates.

### Technically correct quotations

Errors in product configuration can create immense costs in order processing, engineering and manufacturing. camos Configurator is your guarantee that products are configured correctly and that quotations are generated technically correct.

### Increasing revenues and profits

Generating price quotations and product configurations with camos cuts costs, thereby leading to higher profit margins. A more tightly regulated spectrum of variants reduces manufacturing costs, thus making lower product prices possible. The intensive modularisation and standardisation of product kits reduces extensive special designs. Therefore the competitiveness is improved considerably. With improved customer orientation, accelerated sales processes and targeted cross- and upselling camos Configurator leads to increasing revenues.

### Higher customer satisfaction

Better and faster customer consulting and greater capabilities in sales improve customer satisfaction. Through the technical configuration, customers receive the product variant which best suits their specific needs. Fewer errors mean less complaints and warranty claims. In effect, long term customer loyalty is improved.

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