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©configurator for product configuration

ⓒconfigurator

camos Configurator is technologically the leading software tool for the configuration of complex, highly varying products and services. camos Configurator supports users whenever they require high performance product configuration: in generating price quotations, in delineating, i. e. specifying or more closely defining commissions and orders, in projecting and interpreting complex machines and industrial systems, in the construction of divergent, i. e. variant products, in compiling parts lists/ bills of materials and flow charts and even in e-business.

camos Configurator can work online or offline, stand-alone or integrated into camos Quotation and camos Sales Center and even in other applications, such as CRM, ERP, PLM, CAD or eShop.

Configure product variants easily – with camos Configurator

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

This is what camos Configurator does
- guided needs analysis to ascertain requirements of customer-specific product variants
- configures product variants that best fulfil customer requirements
- 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
- extremely user-friendly interface with Windows® or with a web browser for the internet
- automatic explanation of any breach of rules
- results provided in any format and layout
- maintenance of configuration knowledge base via camos Develop: a graphic, object-oriented development tool

Selected list of functions in detail

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

camos Configurator displays the most suitable product at a glance with all its components and features. The user can at any time alter and/or add components and features in any chosen sequence. camos Configurator shows exactly which selections in each current context is possible or prohibited. 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.

Graphic product illustration

The configured product is then illustrated in the form of sketches, photos or diagrams by camos Configurator. When the configuration is changed, the graphic illustration is automatically altered. Components can also be changed on the actual illustration. The configurator checks automatically for technical feasibility and when needed adapts the components to the basic model. In combination with CAD systems, product models and drawings can be generated.

Accurate quotation generation

In combination with camos Quotation, available product data can be instantly and easily transformed to quotations. The integration of the CRM system camos Sales Center also enables direct access to any and all relevant customer information. Simultaneously with the configuration process, camos Quotation calculates the latest product price. In this calculation, country specific and/or customer specific conditions such as special discounts are automatically taken into consideration and reflected. Any number of complex price algorithms can be displayed.

Customer oriented e-business

As a kind of electronic sales assistant, camos Configurator effectively supports your e-business. Completely independent, customers can configure complex products by themselves. They receive all their information straight from the internet or offline from a CD-ROM.

With guided dialogue towards technically flawless configurations.

International availability

camos Configurator offers the possibility to create the user interface and printouts in any language – even in Asiatic and Eastern European languages. Translations are deposited simply and easily with the help of the translation 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.

All this information is provided without delay via internet by camos Configurator.

Seamless system integration

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

This way, the knowledge of your experts is centrally available for all.

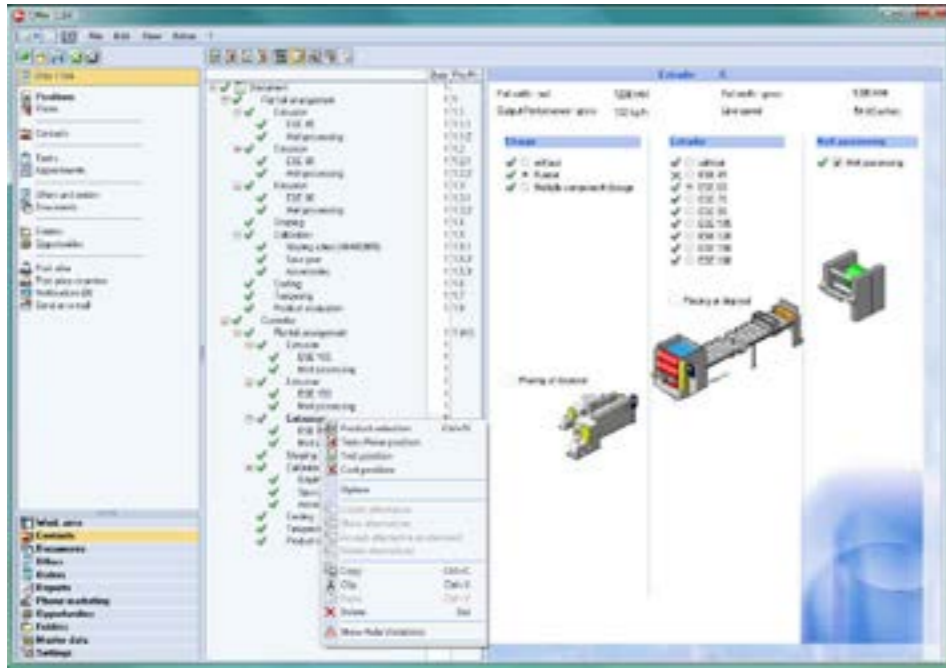**Maintenance of knowledge bases at a glance**

camos Configurator uses the product and associated knowledge, which is build-up and maintained by the user-friendly tool camos Develop. Very complex rules can also be maintained easily and clearly by using the interactive graphic interface.

camos Develop is object-oriented to ensure the best possible overview of the very compact rule mechanism. A knowledge base can be comprehensively analysed and checked with the powerful test system (debugger) to ensure it is free of errors. camos Develop has a powerful form designer. Thus all the usual Windows elements are available.

A user interface defined in camos Develop can be used under MS Windows®, as Java applet or HTML in web browsers. camos Develop allows you to import data from various sources like customer data bases or ERP systems. Knowledge bases can be developed and maintained by different persons even from different locations.

camos Develop is supplemented by a version-and-deployment management system, a high performance library concept and a testing tool for checking and verifying knowledge bases.

camos Develop is also a complete software development tool. Thus deployed, camos applications can be individually extended. expanded or integrated into already existing applications. Hundreds of program functions are available for this purpose.

Product configured with camos Configurator

Engineering drawing of a slewing crane created with camos Configurator.

The benefits of camos Configurator

Accelerated sales processes

Making quotations for complex and highly variable products often requires technical product knowledge from the development department. The sales representative receives the required information from camos Configurator. 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.
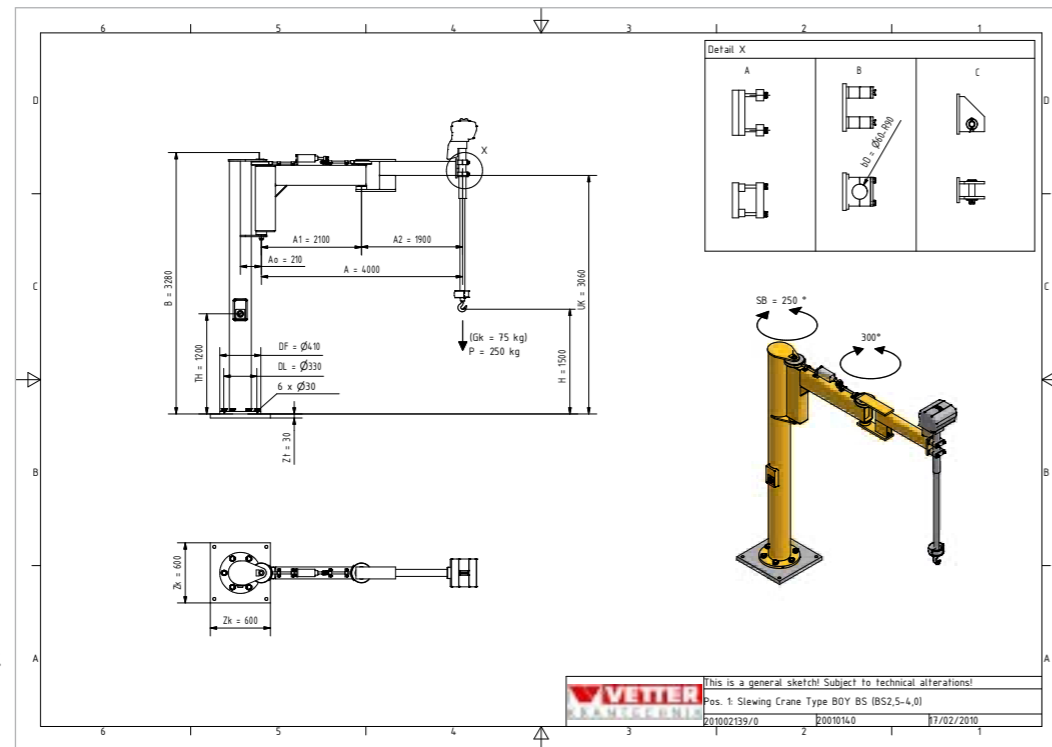
Shorter lead and delivery times

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, bills 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

camos Configurator decreases costs and therewith leads to better product profitability. With the tightened range of variance, manufacturing costs and finally the product prices can be reduced. 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. With camos Configurator, the customer receives exactly the product specifications which best fulfill his specific needs. Fewer errors mean less complaints and warranty claims. In effect, long term customer loyalty is improved.

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Please contact us, we are glad to inform you.