

Press release

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BearingPoint and camos cooperate to offer CPQ consulting and implementation services

The new cooperation agreement supports industrial organisations in their complex configuration projects.

Frankfurt a. M./Stuttgart, March 21st, 2018 – camos, a leading provider of CPQ¹ software and the management and technology consulting company BearingPoint expand their cooperation. They join forces to provide support to companies in Germany for the introduction of individual configuration and sales solutions. The basis is the software solution camos CPQ, which enables companies to configure, calculate and tailor complex products to their customers' needs. The cooperation enables companies to optimise their digitalisation strategy.

BearingPoint supports the complete project lifecycle from the process and requirements analysis to the implementation and launch of the system. The management consultancy company provides support including but not limited to IT architecture, process design, product modelling and the specification of the individual software customisation.

“camos is most notably known for enabling machine and plant engineering companies to provide even the most complex products with the help of the flexible software platform and robust rule engine. camos is an absolute pioneer in this area with numerous references from renowned companies. The company has established a prominent market leadership position, especially in the area of Engineer-to-Order and the management of complex products. That is why the software company is an important partner for us” says Donald Wachs, Global Head of Manufacturing at BearingPoint and expert for Industry 4.0 / IoT, of the partnership.

The powerful CPQ software is implemented not only in Germany but in many companies across Central Europe. Due to its open software architecture camos enables the consistent configuration and calculation of industrial products right up to the handover to production.

¹ Configure, Price, Quote (Quotation management with product configuration)

Michael Hüllenkremer, Managing Partner at camos: “With BearingPoint as one of the most experienced consulting partners in this sector we can provide customers with optimised holistic consulting services, which far exceed the regular software implementation. This means that we drive sustainability in the software deployment, particularly for complex CPQ projects, significantly enhancing the success of these projects.”

The cooperation between BearingPoint and camos will focus primarily on Germany, Austria and Switzerland. An expansion of the cooperation is planned in other regions based on the international networks of the two partners.

About BearingPoint

BearingPoint is an independent management and technology consulting company with European roots and global reach. The company is active in three areas: Consulting, Solutions and Ventures. Consulting encompasses the classical consulting business, Solutions focuses on own technology solutions in the areas of digital transformation, regulatory technology and advanced analytics and Ventures drives the funding and development of start up companies. Many of the global leading companies and organisations are amongst BearingPoint’s customers. The BearingPoint global consulting network, with more than 10,000 employees, supports customers in more than 75 countries and helps them towards measurable and sustainable business success.

Further information:

Homepage: www.bearingpoint.com

LinkedIn: <http://www.linkedin.com/company/bearingpoint>

Twitter: [@BearingPoint_de](https://twitter.com/BearingPoint_de)

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About camos Software und Beratung GmbH

With camos Quotation and camos Configurator, Stuttgart-based camos Software und Beratung GmbH has developed one of the leading CPQ software solutions (Configure Price Quote) for quotation generation and product configuration in the B2B market. camos is the competent partner for customised design, implementation, integration and introduction of CPQ solutions. Prestigious customers with technically sophisticated products such as Siemens, KONE, Liebherr and MAN are using the software on a global basis, both as a mobile application for field sales and also integrated within ERP systems (e.g. SAP ERP) in-house. With around 100,000 named users, particularly in the field of mechanical and systems engineering, camos is the foremost provider in Europe within this segment.

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