

A large-scale quarry or construction site with heavy machinery. In the foreground, a yellow Volvo A60H wheel loader is being loaded with large grey rocks by a tracked excavator. Another yellow Volvo wheel loader is visible in the background on the left. The ground is muddy and uneven, with a steep, rocky hillside in the distance under a hazy sky.

Experlogix CPQ

for the Heavy Equipment Industry

Lift your quoting performance with ease using Experlogix CPQ

Heavy Equipment organizations, which include suppliers of vehicles of all types, construction equipment, forklift providers and other heavy hydraulic equipment, consistently face challenges that include better dealer channel collaboration, more accurate forecasting, faster and more accurate order configurations and negotiating enhanced vendor supply chain pricing.

Experlogix specializes in handling even the most complex requirements for heavy and industrial equipment manufacturers. Experlogix CPQ, in partnership with Microsoft, provides Heavy Equipment Manufacturers with the end-to-end platform to manage increased global competition, skyrocketing costs and customer pressure to be faster, more accurate and less expensive.

Experlogix CPQ provides benefits across all departments within an equipment manufacturers organization, including design engineering, material planning and sourcing, manufacturing production, sales and marketing, distribution and service and support. And because the administration of Experlogix CPQ is business user oriented, with no programming, new products can be brought to market quicker and with less effort than ever before.

Industry Spotlight

- ✓ Deliver customized quotes faster and more accurately than the competition.
- ✓ Visualize product configuration options as changes are made for a dynamically displayed view of the final product.
- ✓ Easily extend quoting to your dealers and distributors.
- ✓ Link to product brochures, videos, and other resources during the quoting process.
- ✓ Automatically create BOMs and Routes with unlimited levels.
- ✓ Create nested configurations for optional equipment associated to the same quote.
- ✓ Leverage native workflow for pricing discounts and other quoting approvals.

Experlogix CPQ for the Heavy Equipment Industry



ENGINEERING

Demand for increased fuel efficiencies and reduced lead times are driving design engineers to deliver flexible designs in a timely manner. Real-time feedback from customers, dealers and sales teams are critical to deliver enhancements faster than competitors.

PURCHASING

Tight collaboration with dealers and visibility into dealer channel quoting provides real-time forecasting which enables Heavy Equipment manufacturers to negotiate better pricing from its suppliers.

PRODUCTION

An error during the order entry process slows production and delays deliveries. More than ever, 100 percent accurate orders are critical to maintaining on-time deliveries, improving profits and increasing customer satisfaction.

SALES

Configuring complex heavy equipment quotes and orders can be time-consuming and prone to human error. A CPQ system guides sales reps to accurate equipment configurations, improves profit margins and ensures a smooth transition to manufacturing production processes.

DISTRIBUTION

Sales portals deliver unassisted quote and order configuration to heavy equipment channel partners, placing the right product, price and promotion to the right dealer at the right time.

SERVICE & SUPPORT

On-going service and preventative maintenance contracts are critical to innovative heavy equipment organization profitability. Collaboration with dealer/distribution networks ensures customer satisfaction approval ratings.

Heavy Equipment Customers



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