



Infor product configuration management for door and window manufacturing

Manage as-promised product demand

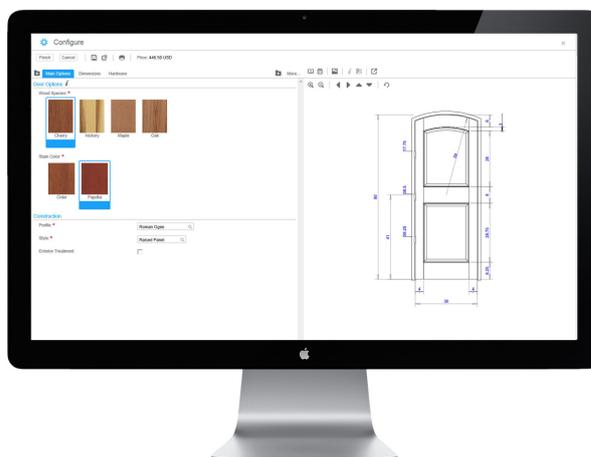
As a door and window manufacturer, you know producing consumer influenced products and selling them through a complex distribution channel is only part of the challenge. You have to profitably manage this as-promised complexity in a volatile business environment with frequent and significant shifts in demand, material costs, and regional preferences. And in recent years you've also had to contend with growing competition from global manufacturers.

You can address your need to increase business performance with a software solution designed specifically to address the door and window manufacturing business challenges associated with as-promised goods. Infor® product configuration management gives you the capabilities you need to manage the complexities of your business so you can increase sales, reduce costs, and strengthen their brand.

Increase sales

Infor Product Configuration Management (PCM) will give your sales force and distribution channel powerful capabilities to increase the business you quote and the orders you win. Everyone selling your products will have the tools they need to quickly and easily find the exact product configuration of specs, design, finish, and hardware and automatically generate a proposal that meets a customer's requirements.

Boost sales performance. Infor PCM can significantly reduce the learning curve for new sales reps so they quickly attain better quote-to-order ratios. You'll be able to create a streamlined selling approach to successfully guide a buyer through all the options and make the sale. Manufacturer promotions and close-out discounts can be electronically pushed to the entire sales network, allowing for nimble sales initiatives.



Make it easy for distributors. Infor PCM makes it easy for wholesalers, lumber yard retail stores, architects, and other distributors to more efficiently manage your as-promised product line and add their own product add-ons and services. They'll be able to present a single integrated quote to the customer, accessing Infor PCM from virtually any device. You can also establish helpful calculations to simplify shipping, such as total weight, cubic feet size and volume of an order. With more flexible and easy-to-use capabilities, they'll want to work with your company because fulfilling as-promised orders becomes as easy as off-the-shelf inventory, and you are considerate of including their own product add-ons and services into a consolidated professional quote.

Help customers visualize their order. Infor PCM gives your sales network visualization tools to use in the ordering process so customers see realistic images of the available options as they make decisions about style, finishes, and hardware. Sales reps also will be able to display relevant product information, such as energy and performance data, to help in the selection process. Enhance your customers' buying experience with dynamic two-dimensional or three-dimensional renderings of the final as-promised product and you'll enhance your sales.

Better manage new styles and pricing. Infor product configuration management helps you bring new products to market faster and more efficiently. You can roll out new styles and pricing electronically according to your production plan. And, you can continuously roll out minor product and price changes at any time to incorporate new innovations or adapt to new sales strategies.

Upsell more effectively. Sales reps get tools to help them offer high-margin options that improve your profit-per-sale. As the order is being configured, even the newest reps will be able to see the projected profit so they can make timely suggestions that meet your overall margin objectives as well as the customer's requirements. With Infor PCM you'll increase the number of times you sell the full value of your product line.

Reduce costs

With Infor PCM, you can reduce costs, speed sales and accelerate delivery times by improving order accuracy, automatically generating sales documents, and decreasing errors from manual input.

Deliver the perfect order. With a consumer-focused sales approach, as-promised means delivering as-promised. Customers can visually confirm the configured doors or windows at the time of the proposal, so the order you turn over to manufacturing will be produced to the exact configuration, at the expected costs. Use Infor PCM to help produce the perfect order and you'll avoid the time, effort, cost, and customer frustration caused by an inaccurate fulfillment.

Automate manufacturing and shipping instructions. Infor PCM creates bills of materials and manufacturing instructions dynamically and can integrate with your enterprise resource planning (ERP) system to store these instructions with production orders. You can also have the system generate 2D drawings or 3D CAD models of products and assemblies to clearly show the shop floor exactly what to build so you increase yield and reduce scrap. These dynamic instructions and drawings can eliminate a substantial number of errors that can creep into even a well-run manufacturing process.

Reduce labor requirements. With Infor PCM, you can dramatically reduce the labor required to fulfill an order. You'll be able to create a rules-based bill of material process to avoid labor-intensive creation of thousands, or even millions, of configured part numbers. Because the manufacturing instructions are recorded only once, you can introduce new styles more quickly. In addition, pricing and product descriptions are part of the Infor PCM sales interface, so you can eliminate printed price books and catalogs allowing faster response to requests at a far lower cost.

Strengthen your brand

With Infor PCM, you'll be able to differentiate your company from competitors by using technology to shorten cycle times, increase as-promised order accuracy, and expand the ability of your extended sales force to give customers higher value consultative support. You'll make the ordering process smooth and enjoyable for customers, and you'll increase the efficiency and accuracy of your internal processes so you deliver exactly what the customer ordered, on time. Your sales network will be able to sell custom doors and windows as easily as stocked inventory, and generate repeat business.

Flexible designs. Customers think more highly of a door and window manufacturer when they can see fresh innovative features that clearly meet their needs better than a competitors' offerings. You have to be flexible with as-promised goods to keep pace with changing tastes, efficiency standards and building codes. Infor PCM gives you the flexibility to maximize the door and window options presented to the customer, while ensuring that the final configuration results in a door or window that is possible to manufacture.

Create a consistent buying experience. Customers may interact with a wide variety of people on your extended sales team as they're making their order decisions. Whether they're exploring on the web, picking features on a tablet while standing with a dealer, or talking with a sales rep on the phone, Infor PCM makes sure your products are represented exactly the same way every time. Buyers will be reassured when they can see your sales reps, external sales force, and customer-service staffs work together during the sale, and previous custom orders can be referenced. They'll also be reassured knowing that the quality of your products will extend to the service they'll receive after they buy.

Give customers a rich visual experience. With Infor PCM, your brand image will be strengthened because the overall customer experience will be more enjoyable. You'll provide customers with a rich visual experience using images and all relevant product, which become part of your dynamic sales proposal. A visual confirmation of an as-promised door or window reduces the opportunity for missed expectations resulting from an order error.

Deliver quality. Customers switch brands when they don't get the product they ordered on time and in the exact configuration they specified. Infor PCM makes it possible to attain the same level of quality for your as-promised doors and windows that customers expect from off-the-shelf products. First, Infor PCM perfectly captures the customer requirements and presents them so the customer can easily confirm that you know what they want. Next, PCM automates the creation of the bill of materials and manufacturing instructions to build each product and can send it directly into the ERP system to manufacture.

Infor product configuration management for door and window manufacturing provides tools that help you increase your sales, reduce your costs, and differentiate your brand.



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