

Drive
Works

DriveWorks

Configure & Automate

www.driveworks.co.uk

Microsoft Partner
Gold Application Development

CERTIFIED
Gold
Product

SOLIDWORKS

DriveWorks CPQ for Manufacturing

Configure, design and sell custom products in record time

The ability to **configure, price, and quote easily** is a real competitive advantage for SME and multinational manufacturing companies. This applies to all industry sectors and is a great way to **cost-effectively deliver configurable products**.

A configure, price, quote (CPQ) solution helps manufacturers **meet the increasing demand for custom products**, faster and with greater accuracy.

DriveWorks software enables you to **build and manage your own custom configure, price, quote solution**.

CPQ solutions are built on rules, workflow, user interface, and typically need to integrate with other company systems. These are the **core technologies and capabilities** that have underpinned DriveWorks since it was first introduced to design-to-order and engineer-to-order companies using SOLIDWORKS 3D design software in 2001.

"Our configurator lets us directly interact with end-users, create referrals for our distributors and help them visually sell our products more effectively."

Stacy Gardella, WernerCo

KEY FEATURES



CONFIGURE

- Custom product configurator with guided selling
- Configurable dashboards
- Interactive 3D product visualization
- Customizable product catalogue
- Any device, anywhere



PRICE

- Real-time pricing
- Rules-based pricing for configurable products
- Multi-currency management
- Control discounts and offers



QUOTE

- Create, edit and manage quotes and orders
- Configurable workflow – control, who, what and when
- Sales documents created automatically based on customizable templates
- Notifications and emails



MANUFACTURE

- Design automation for SOLIDWORKS
- Process automation
- Order-specific manufacturing data and documents created automatically
- Reporting & KPIs
- Integration with other company systems



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CPQ powered by industry leading rules-based automation

DriveWorks goes further than traditional CPQ solutions.

DriveWorks software is proven and **extends the power of a CPQ solution**, with **industry-leading automation features**.

Save time and boost product quality by automatically creating accurate SOLIDWORKS manufacturing parts, assemblies and drawings as well as order-specific sales and account information for your CRM system.

This rules-based approach ensures greater accuracy. Custom orders can go straight from customer inquiry right through to the shop floor, **without time consuming design changes and rework**.

DriveWorks configurator software enables businesses to set up a configurable 3D CPQ solution that engineering and sales teams can use. DriveWorks software makes it easy for manufacturing companies to **reap the benefits of guided selling and CPQ, quickly**.

Seamless links between customers, sales and engineering

CPQ solutions **enhance customer understanding and shorten sales cycles** by communicating design details with interactive 3D visualizations.

Dealers, distributors and internal sales teams configure the ideal solution every time with DriveWorks **intelligent rules-based guided selling** and validation, eliminating errors and expensive, time-consuming design changes. Real-time pricing updates ensure **accurate quotes are generated**.

DriveWorks integrates seamlessly with other company systems

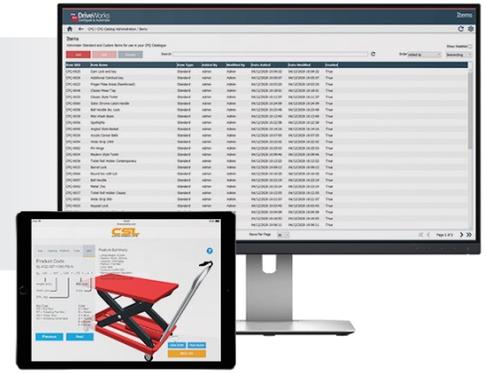
“ With DriveWorks, the time to complete a job is reduced from 16-24 hours to 5 minutes.”

Jörg Schmid, Hauff-Technik

to **reduce bottlenecks, cut costs, optimize processes and ensure accuracy**. Improving communication between departments and keeping everyone up to date and in the loop is key.

DriveWorks CPQ enables manufacturers to **respond quickly, improve processes and exceed customer expectations**, giving them a competitive advantage to sell more and **increase profitability** with less rework and time-consuming changes.

DriveWorks' rules-based approach ensures greater accuracy and better customer experiences.



Control permissions, users and processes

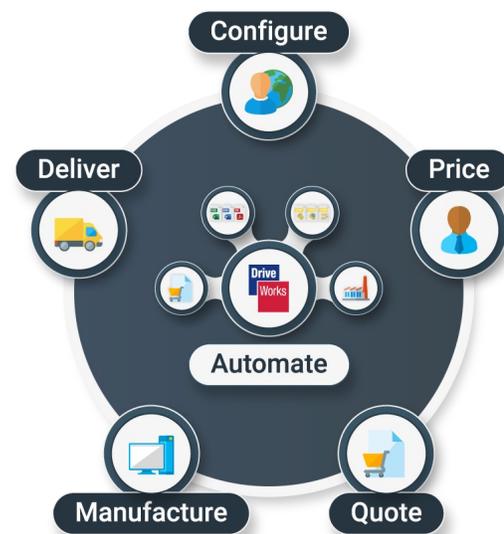
Customizable workflows in DriveWorks give **complete control over what tasks are completed, by who and when**.

Dynamically **adding, editing or even restricting user access is easy**. Administrators can apply security settings to decide which users or teams have permission to perform specific actions in the workflow, such as configuring products, approving designs and sending data to manufacturing.

Documents and data are automatically created at the right time with control over when tasks are processed.

Relevant users are **notified at each stage of the workflow** and given the files data they need to execute their tasks.

Because DriveWorks is a rules based solution, even the UI can be customized to suit the user. You can set up **different views for sales, different views and different views for CPQ administration**.



Since 2001, DriveWorks has helped thousands of companies of all sizes, in all industries, realize significant cost savings and process improvements, and transform the way they do business. Our design automation and CPQ sales configurator solutions are sold and supported worldwide by best-in-class value added resellers.

Visit www.driveworks.co.uk to find your local DriveWorks reseller.