

Most important CPQ functionality for manufacturers:

In the seventeen years Configure One has been in the CPQ business, we've compiled what our customers have told us is critical to their sales and configuration process.

Dynamic, multilevel BOM creation	Ability to convert the features and options selected inside the user interface into a Sales and/or Manufacturing BOM. These BOMs can have one to many levels, including parent-child relationships.
Engineering calculations & algorithms	Ability to run complex, engineering calculations during configuration and wrap rules around the results to enforce compatibility.
Special Requests	User can capture special requests for product options outside the configuration rules within the user interface which triggers workflows for engineering review, approval, and pricing.
Nested Configuration	Ability to create configurations within configurations. Ability to pass data, ensure compatibility, and enforce rules between the child and parent configurations.
Filters	Allow the user to enter specific application and performance criteria and/or operational conditions making certain the configurator filter results that meet those inputs.
Live visualization	User can view dynamic 2D and 3D representations of the exact product they are configuring during the configuration process.
CAD Automation	The configurator should automatically send configuration data to 3D solid modeling tools to parametrically build to-scale models and drawings. Newly created deliverables are then passed back to the configurator for viewing.
Dealer/Distributor Specific Functionality	Customers, products, pricing worksheets, and quote templates specific to each Sales Channel (dealer or distributor).
API	Allows for the extension of the 'out of the box' functionality without assistance from the software provider.
Administrative Screens	Web-based, point and click administrative environment that does not require IT professionals to implement or maintain.
Integration	ERP and CRM neutral allowing for bi-directional integration to any ERP/CRM. The integration technology should allow the customer to be self-sufficient at establishing the integration.

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