DriveWorks Configure & Automate

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TRANSFORM YOUR SALES PROCESS

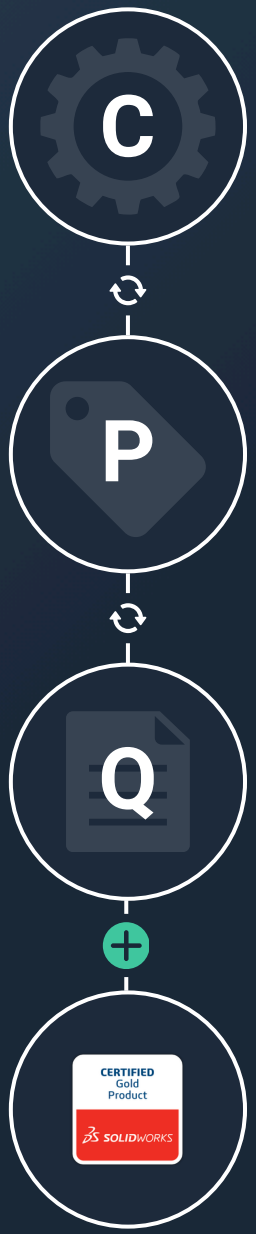
WITH DRIVEWORKS CPQ



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What is DriveWorks CPQ?

DriveWorks CPQ enables businesses to build and manage their custom configure, price, and quote solution that also automatically generates documents and data for manufacturing.



Configure

Configure custom products by combining different product options using a predefined set of rules.

Price

Calculate accurate pricing based on predefined rules for discounts, special offers, volume pricing, etc.

Quote

Automatically display product selections in an accurate, customized quote.

Generate

Integrate DriveWorks CPQ with SOLIDWORKS® to automatically create drawings, models, and BOMs for custom products.

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Any industry

DriveWorks CPQ solutions are used across all industries, ensuring businesses in any sector benefit from streamlined sales processes, improved quote accuracy, and smarter manufacturing.



87%
faster quote to manufacture

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Is DriveWorks CPQ right for your business?

DriveWorks CPQ is right for you if you want to improve processes and customer experience.



- Price products accurately and in real time.
- Reduce design and quote errors.
- Improve communication between teams.
- Respond to customer inquiries faster.
- Enable customers to visualize what they are buying.
- Empower your sales team to configure products and provide accurate quotes.

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How DriveWorks transforms sales processes

Guided selling

- Helps customers understand different options and features
- Guarantees valid configurations that are manufacturable

3D visualization

- Communicates complex design details effectively
- Enhances customer experience and reduces design revisions

Pricing and discounts

- Calculates accurate pricing options in real-time
- Applies relevant discounts and upgrades

Security and permissions

- Defines who can access certain features, products, or data
- Ensures the right people have the right access to the right things

Workflow

- Streamlines approval processes
- Reduces sales admin time
- Speeds up sales cycles

Manufacturing data

- Integrates with CAD to automatically create manufacturing data
- Frees up engineering resources for higher-value design tasks

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Quote-to-order process

- Customer requirements are gathered manually
- Products are configured to meet requirements
- Designs are validated by the engineering team
- Revisions are made based on engineering review
- Costings are calculated and discounts applied
- Quote is created manually
- Quote is approved internally
- Quote is sent to customer
- Revisions are made based on customer changes
- Customer approves the quote
- Quote is converted to an order
- Manufacturing documents are created manually

Streamlined by DriveWorks CPQ

- Salespeople input requirements directly into a configurator
- 3D visual configurators communicate product options
- Rules-based configuration ensures all configurations are valid, reducing the need for design revisions
- Real-time pricing is calculated automatically
- Quotes are automatically generated, follows the approval workflow, and are sent directly to the customer
- Fewer revisions and faster approval as a result of clearer design communication
- One-click order creation when DriveWorks CPQ is integrated with other business systems



Business benefits of DriveWorks CPQ

Sales

- Shorter quote cycles
- Faster onboarding
- Complex configurations are easier to sell

Customers

- Enhanced customer experience
- Error-free quotes
- Frictionless buying journey

Operations

- Automatically generate accurate BOMs & cut lists
- Less rework
- Reduced material waste

Engineering

- Automates repetitive design tasks
- Reduces design errors
- Frees up time for high-value design work



FACTS VS FICTION

"CPQ will take too long to implement"

> CPQ can take anywhere from a few weeks to several months to implement. The timeline depends on things like the size of your business and how complex your products and processes are.

"My product is too complex for CPQ"

> DriveWorks CPQ is designed to handle product complexity, no matter how customizable your products are.

"CPQ is only for large businesses"

> DriveWorks CPQ enables businesses of any size, in any industry, to configure custom products, set pricing, and generate accurate quotes faster.

Success with DriveWorks CPQ

Build a CPQ solution that works for your products, your teams, and your customers.

Quote cycle, including drawing generation, reduced from 2-3 days to 5 minutes
Materials handling manufacturer in Canada

Drawing approval time reduced from half a day to 30 minutes
Machinery manufacturer in Australia

Quote-to-manufacture process reduced from 4 weeks to 1 day
Industrial component manufacturer in the USA

Quote capacity increased by 317%
Building components manufacturer in Spain





Connecting DriveWorks CPQ across your business

Integrate with other systems to maximize the value of your CPQ solution.



Eliminate manual data entry



Free up teams to focus on designing and selling



Ensure accurate pricing and product data



Speed up quote and sales cycle times



Automate order processing



Reduce errors

Connecting CPQ across your business

Push and pull data from your other business systems to enhance the functionality of your CPQ solution.



DriveWorks design automation

DriveWorks combines a powerful CPQ solution with industry-leading design automation technology



Automate repetitive SOLIDWORKS® tasks

Free up engineers to work on high-value tasks

Eliminate errors with rules-based configuration

Capture and centralize engineering knowledge

Automatically create manufacturing documents and data

Connect sales and manufacturing through automated processes

goengineer

Is your business ready for CPQ?

Book a demo

driveworks_sales@goengineer.com

- Do you struggle with long lead times and inconsistency?
- Are your design and quote error rates high?
- Does your sales team rely heavily on your engineering team during the quoting process?
- Does your sales team find it challenging to configure products and calculate pricing accurately?