

# Integrating ERP with CPQ

## CPQ

(Configure, Price, Quote)

CPQ automates product configuration, pricing, and quote generation, streamlining the sales process for accurate and tailored quotes.

## ERP

(Enterprise Resource Planning)

ERP centralizes business processes, manages inventory, and streamlines production, enhancing operational efficiency and improving order fulfillment.

## What is ERP integration?

- **Centralized Data Management:** Combines data from various departments (sales, finance, manufacturing) into a single system for easy access and management.
- **Real-Time Information Sharing:** Enables real-time data updates across all integrated systems, ensuring everyone has the latest information.
- **Improved Efficiency:** Automates processes and reduces manual data entry, saving time and minimizing errors.
- **Enhanced Decision-Making:** Provides comprehensive insights by consolidating data from different sources, aiding in informed decision-making.

Connect CPQ with these and other ERPs



## Why integrate ERP with CPQ?

Integrating ERP with CPQ systems offers numerous benefits that enhance sales and operational efficiency.

Here's why it's important:

- **Automated Quote-to-Cash Process:** Seamlessly transition from quote generation to order fulfillment, reducing manual data entry and errors.
- **Reduced Lead Times:** Improve production scheduling and inventory management, resulting in faster delivery times.
- **Enhanced Data Accuracy:** Synchronize product and pricing data between CPQ and ERP systems to ensure consistent and accurate quotes.
- **Improved Order Fulfillment:** Coordinate sales and operations to enhance order processing and customer satisfaction.
- **Increased Efficiency:** Streamline workflows and reduce the need for reconfiguring quotes due to data discrepancies.



## Common Use Cases

### Streamlined Production Scheduling

**Scenario:** A manufacturer receives a complex order with specific configuration requirements.

**Benefit:** By integrating CPQ with ERP, the order details are automatically transferred to the ERP system, enabling accurate and timely production scheduling. This reduces delays and optimizes resource allocation.

### Error-Free Order Processing

**Scenario:** A manufacturing firm handles a high volume of orders with varying configurations.

**Benefit:** Integrating CPQ with ERP eliminates manual data entry errors by automatically syncing quote details with the ERP system, ensuring orders are processed correctly and efficiently.

### Enhanced Customer Satisfaction

**Scenario:** A company wants to improve its customer service by providing accurate quotes and timely deliveries.

**Benefit:** Integration allows sales teams to provide precise quotes based on real-time ERP data, ensuring that customers receive accurate information and timely product deliveries, which boosts customer trust and satisfaction.

### Accurate Inventory Management

**Scenario:** A company needs to manage inventory for customizable products.

**Benefit:** Integration ensures that inventory levels are updated in real time as quotes are generated and orders are confirmed. This prevents stock outs and overproduction, ensuring efficient inventory management.

### Faster Delivery Times

**Scenario:** A manufacturer aims to meet tight delivery deadlines for custom orders.

**Benefit:** Real-time data synchronization between CPQ and ERP systems enables better coordination between sales and production teams, leading to quicker production cycles and faster delivery times.

### Efficient Change Management

**Scenario:** A customer requests a change to an order after the initial quote.

**Benefit:** Integrated systems enable easy updates to quotes and production schedules, ensuring that changes are quickly reflected in both the sales and manufacturing processes, minimizing disruptions.

