

Best Practices for Integrating CPQ in Specialty and Commercial Vehicles Manufacturing

All specialty and commercial vehicles manufacturers today are navigating an increasingly oversaturated landscape while trying to keep up with complex customization requirements.

To stay competitive, configure, price, quote (CPQ) software is a critical sales tool that transforms how manufacturers collect customer specs, manage the configuration process, and generate quotes. The software puts configuration directly into the hands of consumers, improving customer satisfaction and enabling quote delivery in a fraction of the time of manual processes.

Which CPQ is right for you? Here's a checklist of the capabilities to look for in a specialty and commercial vehicles manufacturing CPQ solution:

Rules-based configuration

This capability allows engineers to program specific rules about product customization to prevent customers from configuring non-viable builds.



Multilevel configuration

CPQ must enable users to manage several layers of configuration rules to accommodate all of the various components and features customers demand in autobodies.

Product visualization

The CPQ should include 3D or 2D product models that convey the final vehicle design to customers, enhancing their understanding and improving purchase confidence.



CAD integration

This feature enables seamless translation of design specifications into production, reducing errors and expediting the manufacturing process.

Workflow automation

Automating processes streamlines and accelerates the entire production, from order intake, to quote generation, all the way through manufacturing, improving efficiency and reducing lead times.



Pricing and costing

These features help manufacturers assess the costs and profitability of customized vehicle configurations, allowing them to optimize product offerings before they enter the market.

Configure One Cloud from Revalize is purpose-built for the needs of the most niche and complex manufacturing operations, including the specialty and commercial vehicles manufacturing industry. Boasting two decades of expertise and cutting-edge visualization technology, the Configure One Cloud platform delivers industry-leading CPQ capabilities.



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