

Configure Price Quote Solution Suite for Exact Macola

Overview

Company Axonom
Products Powertrak CPQ & VRoom
HQ Office Minneapolis, Minnesota

Company Profile

Axonom is the software developer of Powertrak CPQ and VR solution suite.

Powertrak CPQ is the leading quoting, ordering and product configuration suite with immersive virtual reality experiences.

Together, Powertrak Visual CPQ and VRoom enable users around the world to visually build configurable products and design environments, then experience it in virtual reality.

CPQ Integration Available

- Macola Progression
- Macola ES
- Macola 10

Powertrak CPQ Benefits

- Elimination of manual data entry and look-ups
- Streamlining the quote-to-order process through automation
- Quoting generation time is down from days to minutes
- Faster quote times result in more customer engagements
- Sales staff becomes more productive
- Increased revenues
- Go after new business without adding additional resources
- Visual configurations increase user engagement
- Virtual Reality establishes a strong emotional, connected sales experience with your target audience and leaves an impactful, memorable impression.

Simplify Complex Configurations, Price Accurately, Quote Quickly, and Order Efficiently

Overview

Powertrak CPQ (configure, price, quote) solution suite enables sales professionals to accurately quote, price, configure, and order products and services within Macola Enterprise Resource Planning (ERP) software.

Powertrak CPQ reduces quote and order errors, shortens quote-to-cash cycle times, automates bill-of-material and manufacturing orders, and more.

Maximize the quote-to-cash performance by extending the configure, price, quote process out to external partners, dealers, and customers. Powertrak CPQ is cloud-based, browser-enabled, and can be placed on websites or behind a web portal.

Powertrak CPQ is available to Macola Progression, ES, and 10 customers.

Powertrak CPQ Solution Suite

Make your products and services easy to order, as well as easy to sell. Powertrak CPQ helps you build closer relationships with your customers, develop brand loyalty, and positively impact the entire sales process and the way you deliver products to market. Here are the many configure, price, quote solutions available to Macola customers.

Guided Selling

This sales configurator guides sales reps through a step-by-step, dynamic 'questionnaire' process to ensure quotes and orders are completed with accuracy. It provides alerts and recommendations for bundling, upsell, and cross-sell opportunities.

Improve sales efficiency by shortening the sales cycle and eliminating common obstacles such as product combination errors, miscalculated costs, and quoting delays.

Quoting Software

Create and manage professional-looking sales quotes in Macola products. Simplify the quoting complexity with automation tools that handle multiple price lists, tiered discounting, optional and bundled products, and cross-sell and upsell opportunities.

Add company logos, insert pre-defined text into specific areas of a document based on features and options selected, and generate configuration-specific drawings and images inside quote documents.

Product Configurator

A non-visual or static-image approach to configure make-to-order products. Customize products using radio buttons, check boxes, drop-downs, etc.

“Powertrak 2D CPQ gives our partners and customers a complete solution to rapidly and accurately configure, quote and order make-to-order racks and technical furniture without the need for extensive product knowledge.”

-DAN TARKOFF, MIDDLE ATLANTIC

“Powertrak VRoom significantly changes how we COMMUNICATE, EDUCATE, and PRESENT our customizable solutions to prospective buyers at trade shows.

It gives designers and decision makers an immersive, first-hand experience how our equipment FITS and OPERATES in various healthcare environments.”

-CRAIG WASSENAAR, SKYTRON

“Axonom established themselves as a go-to CPQ partner with a flexible and robust quoting solution to solve our business needs.”

-ERIC MAY, ARKOS

“Powertrak CPQ not only gives us control to create kits and execute sales quotes more efficiently and accurately, but its robustness allows us to apply multiple quotes, that may include multiple product kits, to any given opportunity and forecast one or more quotes for pipeline management.”

-KAREN SASAKI, SHIMADZU S.I.

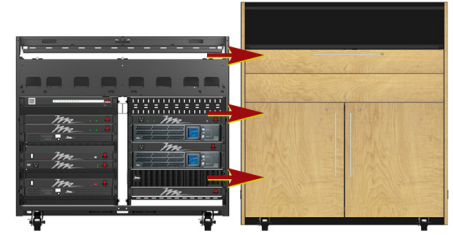
“Powertrak 3D CPQ strengthens customer loyalty, enhances existing dealer relationships, and helps expand our brand into new markets.”

-FRANK MELLO, BULL OUTDOOR

2D Product Configurator

Powertrak 2D Product Configurator empowers users to browse through a digital catalog and custom design products with step-by-step guidance or on their own.

Shopping cart and product model changes instantly when new items are added or removed.



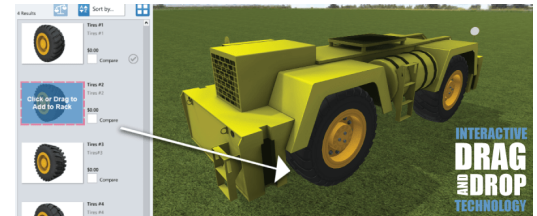
The drag-and-drop functionality with built-in intelligence shows and ensures add-on components are compatible and fit correctly.

Visualize, customize, and order anytime, anywhere

3D Product Configurator

Visually see 3D product models and interactively add accessories/parts to custom build products and design environments/spaces/floor plans.

Powertrak 3D Product Configurator empowers sales, channel partners, and customers to configure products, design spaces, generate quotes, and complete orders - in real-time.



Make better, more informed buying decisions. Increase participation with drag-and-drop technology.

Easy-to-use configurations with near-realistic product models help encourage customers and partners with little-to-no knowledge of your product(s) to become less apprehensive and more engaged in designing and ordering.

Virtual Reality

Augment visual product configurations with virtual reality experiences.

Visualize and interact with products, and explore virtual reality environments with Powertrak VRoom.

Help sales reps communicate in ways that words and static pictures alone could never achieve.

Visually, physically and emotionally amaze your prospective customers with an awe-inspiring three-dimensional virtual experience.

Empower users and stakeholders to interact with configured products and explore environments with HTC Vive or Oculus Rift headsets.



Empower stakeholders to interact with products and visualize the layout/floor plan in various environments.