

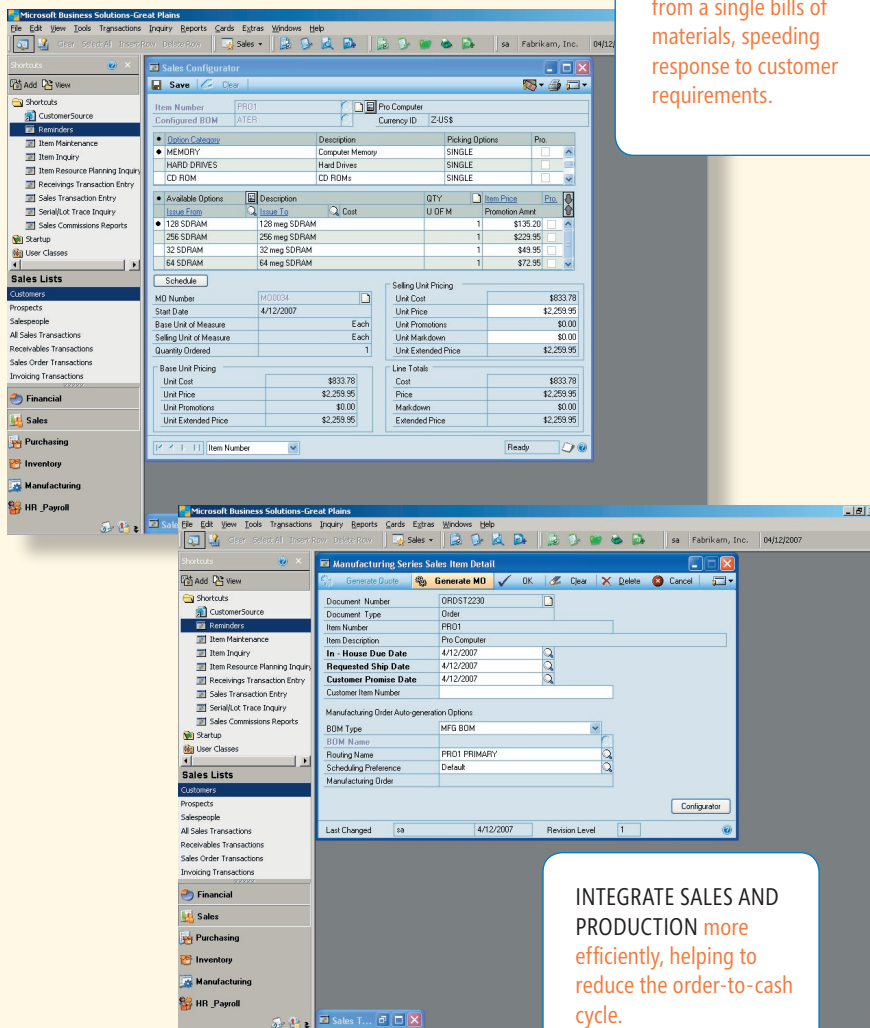
Microsoft® Business Solutions—Great Plains®

FOR MANUFACTURING

Sales Configurator

Help customers—and your employees that serve them—navigate the complexities of selling customized products faster and more effectively. With uniform, accurate, and easy-to-understand product information at the point of sale, you can select the most suitable product configuration—condensing the sales cycle, driving revenue and profitability, and improving responsiveness to customer and market dynamics.

IDENTIFY AVAILABLE FEATURES and options from a single bill of materials, speeding response to customer requirements.



INTEGRATE SALES AND PRODUCTION more efficiently, helping to reduce the order-to-cash cycle.

Streamline the sales order process

By presenting a single bill of materials in a form that is easy to access and understand, Microsoft® Business Solutions—Great Plains® Sales Configurator helps eliminate the confusion of working with multiple configurations and part numbers—making it easier for sales personnel to answer queries and provide direction to customers.

Meet customer expectations more efficiently

Deliver fast, accurate, and customized product configurations that meets customer demand and improves satisfaction—without adding work or stress to your customer-facing personnel.

Simplify production process management

Help make your production process easier to manage and control regardless of demand variance. Set up a single bill of materials with an itemized list of options, rather than multiple bills or SKUs, and eliminate the need for unique part numbers based on each available configuration.

Promote with greater power, precision, and effect

Promote specific item features and options to move inventory, drive more profitable revenue, and appeal to specific customer needs. A single bill displays sales prices when quotes are created—and automatically recalculates the finished price based on selected options.

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AVAILABLE WITH:

GREAT PLAINS

GREAT PLAINS STANDARD

Sales Configurator

Microsoft
Business
Solutions

FEATURES OVERVIEW

Unlimited Product Features and Options	Establish a master bill of materials with an unlimited number of configurable features for each item; each feature may also have an unlimited number of options.
Configurable Options	Options may be set to allow one or multiple selections, based on specific need. Available options that are not required may be set with default quantities of zero.
Feature/Option Linkage	Link features and options to ease understanding and improve accuracy; for example, selection of a particular feature or option will show if other options or features are required or prohibited by this selection.
Automatic Routing	Automatically generate manufacturing routings for production based on the features and options selected—improving workflow and process efficiency.
Flexible Promotion Capability	Launch promotions for specific features or options with minimal effort and maximum flexibility. Promotions may be applied using percentages or flat dollar amounts.
Automatic Price Calculation	Automatically add option pricing to orders, and recalculate total pricing as items are configured in an order.