Transforming Construction Quoting with CPQ – Beyond ERP Limitations

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The Complexity of Quoting in Construction Projects:

The construction industry demands precise and fast responses to requests for quotes (RFQs). However, most companies rely on traditional ERP systems to handle this critical task, often leading to inefficiencies and missed opportunities. ERP systems, though essential for backend operations, fall short in managing the dynamic and intricate needs of Configure, Price, Quote (CPQ) processes.

The Problem with Relying Solely on ERP:

- **Document Management Challenges:** Project enquiries typically come with multiple documents requiring storage, revision control, and classification—features absent in most ERP systems.

- **BOM Complexity:** Managing detailed 10-level BOMs is either impossible or cumbersome in many ERP systems.

- **Inefficiency in Data Reuse:** ERP systems lack standardized data structures, forcing teams to recreate datasheets and descriptions for each project.

- **Customization Challenges:** ERP systems don't allow for quick creation of customized quotations or submittal packages.

- **High Cost:** ERP systems with quote functions are significantly expensive, often costing four times the price of IEHUB.

How CPQ Outperforms ERP for Construction:

Hontrel's CPQ application is specifically designed to address these challenges, enabling construction companies to streamline their quoting process, reduce manual effort, and improve customer satisfaction.

- **Detailed and Complex BOM-Level Pricing:** Create precise pricing for even the most intricate BOMs, ensuring every project quote is accurate and comprehensive.

- **Multi-Currency Quoting in a Click:** Quickly prepare quotes in different currencies, making it easier to handle international clients and projects.

- **Revision Control for BOMs and Materials:** Keep track of all changes, ensuring you always work with the latest data and maintain complete control over revisions.

- **Reusable BOMs:** Save and reuse BOMs from previous projects to eliminate up to 75% of repetitive tasks, significantly speeding up the quoting process.

- **Quick and Customized Quotations:** Generate professional, tailored quotes using customizable templates that meet specific client needs.

- **Submittal Packages at Your Fingertips:** Prepare detailed submittal packages, including technical and techno-commercial information, with just a click.

Take Your Quoting Process to the Next Level:

Hontrel's CPQ application bridges the gap left by ERP systems, providing a tailored solution for the construction industry's unique needs. From managing complex BOMs to generating client-ready submittal packages in just a click, CPQ transforms your quoting process into a strategic advantage.

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