



Variantum Oy is Finnish privately held company which helps companies to become customer-centric through smart process automation and true offering configurability. Respond to customers wider demand of needs faster with high precision and profitability through Variantum Offering Management software suite. Offering Management is a set of solutions and methods that improve business performance through automated collaboration of Sales, Engineering, Production and Maintenance in any organization.



Offering Management VariSuite

A modular product family

VariSales – a CPQ - Configure-Price-Quote - product family

VariSales is a solution designed to streamline the sales process and quoting of configurable products or services to fulfill customer specific needs in any industry regardless of the type of your product.

VariPDM – Product Data Management

VariPDM is a modern and scalable solution designed to shorten lead time for product development, especially for configurable products with flexible user interface and data model. With open APIs it can be integrated to any system.

VariProd – Production Configurator

VariProd is a production configurator designed to speed up and automate individual product structure to ERP/MRP from customer specific configurable product order.

VariTrace – Product Individual Management

VariTrace is a solution designed to manage individual product technical information during the product life time. It supports service organization to manage maintenance.

Advisory Services

Benefit from Variantum's expertise from sales to service in the area of configurable products to make processes faster and save time and resources. We help companies with different kind of studies like feasibility studies.



CPQ Feasibility Study

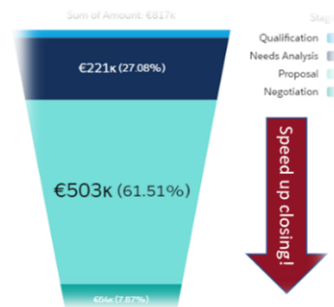
Business Drivers for Configure, Price, Quote (CPQ)

- Increase customer satisfaction and offer quality
- Grow your sales pipeline
- Create quality proofed offers to customers
- Increase sales efficiency and reduce time spent
- Make selling the whole offering easier
- Sell products or solutions that can be delivered
- Get right products with right prices and currencies
- Integrate your dataflow seamlessly and utilize the data available in your systems e.g. ERP, PDM, CRM or Installed Base

Variantum's Feasibility Study for CPQ will help you to find your numbers, how much you can enhance your sales process with CPQ solution.

CPQ Feasibility Study in practice:

- Two half day workshop sessions together with the customer including practical sales process interviews together with management and sales team
- Within two weeks you will get Feasibility Report explaining the development areas and roadmap for the next steps
- Report presentation to management



Price: 4900€ (VAT 0%)

Variantum's CPQ Feasibility Study will help you to find answers for example for the following questions:

- Does your sales team offer products that may create errors in delivery?
- Does my sales team know all the products and are they selling the whole offering?
- What are the most time-consuming steps in your sales process?
- Can we reduce supportive sales tasks?
- Are we selling our products at the right price?
- Do we follow the pricing rules?
- Are we making sure that our sold product is profitable?
- How could we productize our solution selling?
- How is the product complexity and options generating questions during the quoting?
- How to make sure we are offering the right product features to match the customer's needs?
- How to manage our price lists for different market or customer segments and alternative currencies?
- How to ensure our offer letters are unified and according to our company rules?
- How to make sales team daily work easier and more fun?
- How could I integrate product pricing tool and CRM/ERP?

Customer quote „Variantum's CPQ Feasibility Study revealed us up to 7 person working year savings per year.“