

## Improving Customer Ordering and its Impact on Operational Planning by Integrating CPQ Functionality to an Existing ERP Solution

A laminate case-goods manufacturer embarked on implementing a solution to enable users to configure finished goods items within the Estimate or Customer Order forms, facilitating the creation of Estimate or Job Order Bills of Materials (BOMs) directly from the configuration tools.

### THE CHALLENGE

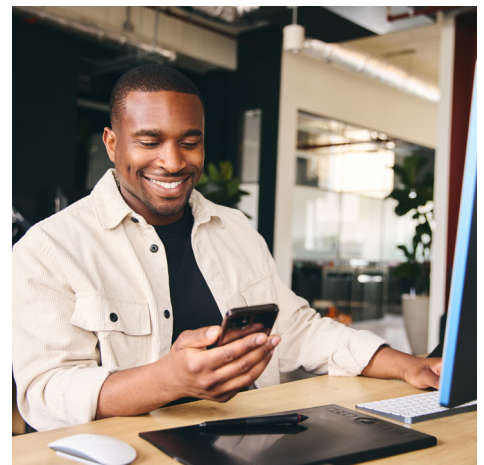
#### Disjointed Processes in Estimation and Bill of Materials Management

A national manufacturer faced operational inefficiencies due to manual processes for quotes and planning. Estimates were generated on spreadsheets, requiring manual re-entry into the system and separate construction of BOMs for the shop floor. This disjointed process consumed time and introduced errors. Reliance on spreadsheets led to version control issues, while manual re-entry increased data entry errors, affecting financial records and inventory management. Building BOMs separately created inefficiencies in production planning and execution, impeding operational efficiency and the ability to respond swiftly to market demands.

### THE SOLUTION

#### Implementing Infor's Configure Price Quote for Integrated Workflow Efficiency

To address the challenges, Copley Consulting Group, a division of Judge Consulting, recommended implementing Infor's Configure Price Quote (CPQ) solution. This integrated solution connects the estimation process with production planning and execution, eliminating manual data re-entry and reducing errors. Automation tools within the CPQ system generate Bills of Materials (BOM) automatically based on estimates, resolving the issue of separate BOM construction. The solution also established a centralized data repository, providing a single source of truth for all departments involved in the manufacturing process.



**VISIT [JUDGE.COM](https://www.judge.com) TO LEARN  
MORE ABOUT JUDGE'S  
BUSINESS TECHNOLOGY  
CONSULTING AND  
TALENT SOLUTIONS.**

## THE RESULT

### A Fully Integrated Solution Providing Streamlined Operations

The implementation of the Infor Configure Price Quote (CPQ) solution significantly improved operations. It reduced errors from manual data re-entry, automated the creation of a single BOM, and established a centralized data repository. This streamlined workflow enhanced efficiency, accuracy, and consistency across departments. Standardized templates and procedures ensured precise quoting, while regular training and monitoring maintained high accuracy. The integrated system provided real-time tracking and feedback, improving transparency and collaboration. As a result, the company delivered consistent, reliable quotes and is now replicating the solution at another location, further boosting operational efficiency and competitiveness.



#### Reduced Errors

The implementation of Infor's CPQ solution eliminated manual data re-entry, significantly reducing errors



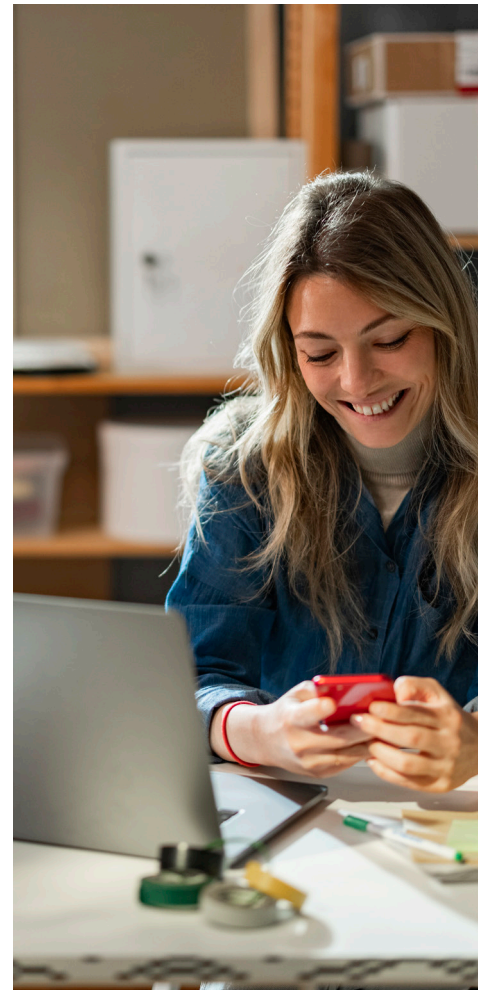
#### Automated BOM Creation

Automation tools within the CPQ system generated Bills of Materials (BOM) automatically based on estimates



#### Centralized Data

A centralized data repository was established, providing a single source of truth for all departments



**“This comprehensive solution streamlined workflow, resulting in enhanced efficiency, accuracy, and consistency across all departments involved in the manufacturing process.”**



**Want to learn more about the learning solutions Judge offers? Visit [Judge.com](https://Judge.com) or email [JLS@judge.com](mailto:JLS@judge.com).**