

How an integrated product configurator in sales changed the whole quality of projects sold to customers

Essemtec integrated a product configurator for quoting and scoping of projects into the CRM and sales process. It improved quality of quotations, but not only. It improved whole production and installation and acceptance of sold machines, while reducing loop backs and configuration defects – leading to increased customer experience



***Service Lunch: „Essen, Lernen, Netzwerken“
4. Mai 2021, 11.45h – 12.30h***

Online by Microsoft Teams, Participants get an access link after registration



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Anmeldung: https://ch.xing-events.com/product_configurator

- Number of places limited
- Brown bag lunch
(Please bring your own food)

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data**booster**



an initiative of

d+i

data innovation alliance

Organizer: Expert Group Smart Services

Our mission is to discover and apply best practice methodologies for designing data-intensive services that create personal and business value of data for users in their specific context.

A structured abstract of the talk will be published in a book (pdf format)