

HEXAWARE

Manufacturing & Consumer

Streamline Your Quoting Process with CPQ Solutions for Manufacturing:

Reduce Errors, Maximize Profits, and Close Deals Faster

Flyer



Is your sales team struggling with slow, error-prone quoting and margin visibility? As manufacturers shift focus from supply chains to sales processes due to e-commerce, service-based models and digital transformation reshaping the industry, Configure-Price-Quote (CPQ) technology emerges as a solution.

CPQ automates quoting, eliminates errors, speeds up response times, and protects margins, unlocking new revenue opportunities.

Hexaware's CPQ solution enhances manufacturing sales through automation, guided selling, and seamless integration—ensuring accuracy, efficiency and profitability. Transform your sales process with CPQ to close deals faster, boost customer satisfaction, and drive sustainable growth.

Core Offerings of Hexaware's CPQ Solution



Consulting

We work with you to identify gaps, define a CPQ strategy, design tailored solutions, and accelerate implementation.

Implementation & Configuration

Our team customizes systems to fit your needs, integrates with existing tools, and ensures a smooth rollout through testing.



Managed Services

We provide ongoing support, quickly resolve issues, and assist with new feature adoption and future enhancements.

System Integration & Data Management

We enable seamless data connectivity through API integration, real-time synchronization, and secure migration.



Reporting & Analytics

Our solution delivers actionable insights on quotes, pricing, margins, and sales forecasting for informed decision-making.



Industry Challenges and CPQ Solutions



Aerospace & Defense

Challenges: Strict engineering rules complicate quoting.

Solution: CPQ integrates engineering models and automates compliance checks.

Impact: 20-35% faster pricing approvals, improved adherence.



Medical Equipment

Challenges: Compliance approvals delay quotes and increase errors.

Solution: CPQ validates regulatory requirements for compliance.

Impact: 50% faster approvals, reduced compliance risks.



Construction & Heavy Equipment

Challenges: Numerous configurable options lead to slow, error-prone quoting.

Solution: CPQ automates product selection and pricing.

Impact: 25-35% higher order accuracy, fewer misquotes.



Automotive

Challenges: Managing global pricing and fluctuating raw material costs is complex.

Solution: CPQ automates price updates and supplier integration.

Impact: 20-30% more consistent pricing, reduced revenue leakage.



Industrial Machinery and Equipment

Challenges: Complex configurations and compliance slow sales.

Solution: CPQ automates configuration and proposal generation for accurate quotes.

Impact: 40-50% faster quoting, reduced risks, fewer delays.

Success Story:

We implemented a CPQ solution for a leading imaging and electronics company, integrating it with existing systems to enhance user experience. This resulted in reduced revenue leakage, a 20% boost in conversions, proactive sales enablement, and a 30% increase in quoting speed through automation.

Partner with Hexaware to experience the power of CPQ. Watch the [video](#) to discover more!



About Hexaware

Hexaware is a global technology and business process services company. Every day, Hexawarians wake up with a singular purpose; to create smiles through great people and technology. With offices across the world, we empower enterprises worldwide to realize digital transformation at scale and speed by partnering with them to build, transform, run, and optimize their technology and business processes.