



infor

# インフォア社及び製品概要

インフォアジャパン株式会社

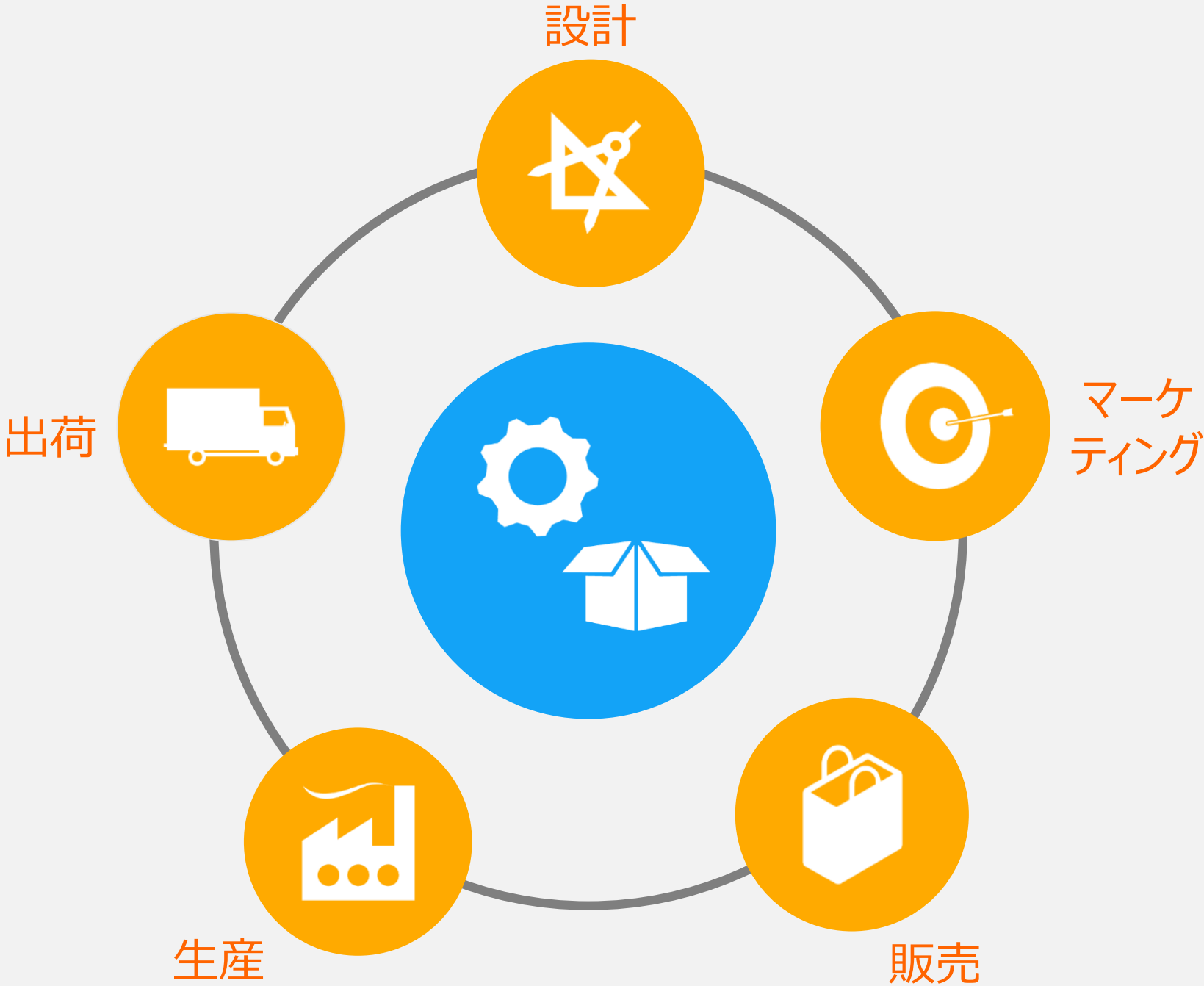
# Infor CPQ

## (コンフィギュレーション&見積管理)

**infor**



# Infor Configure Price Quote



- 飛行機
- 自動車
- 流通
- 組立製造
- ファッション
- ハイテク
- 設備機械

# 多様な顧客要求へのチャレンジ

上昇しない売上

コスト増加

ブランドのコモディティ化

難しい製品販売

注文ミス

困難な協業

非生産的な営業

再加工やスクラップ

リードタイムの長期化

パートナーへの配慮不足

仕事の重複

一貫しないサービス

製品紹介の遅延

マニュアルな活動

ありきたりな製品



# Infor CPQ ソリューション

設計

マーケティング

販売

生産

出荷



Infor Design Automation

Infor Sales Portal

Infor Configure Price Quote

Infor Document Automation

Enterprise Resource Planning

# 強固な機能を提供

複雑な製品構成を簡単にコンフィグレーション

見積と注文をマルチチャネルで実現

動的にイメージや図面、モデルを変更

競争力のある提案書作成

いつでも、どこでもアクセス可能



# 複雑な製品構成を簡単にコンフィグレーション

Application Case Backplate Gear / Shaft Pkg / Seal Faceplate Rotations & Motor

Rotations

Rotations:\*  High Drive  Low Drive

Low Drive:\*

LW - Clockwise  LX - Counter CW  LY - Clockwise  LZ - Counter CW

Case Group *i*

Pump Size:\*  11  17  22  22SB\*

Port Type:\*  Tapped  Flanged

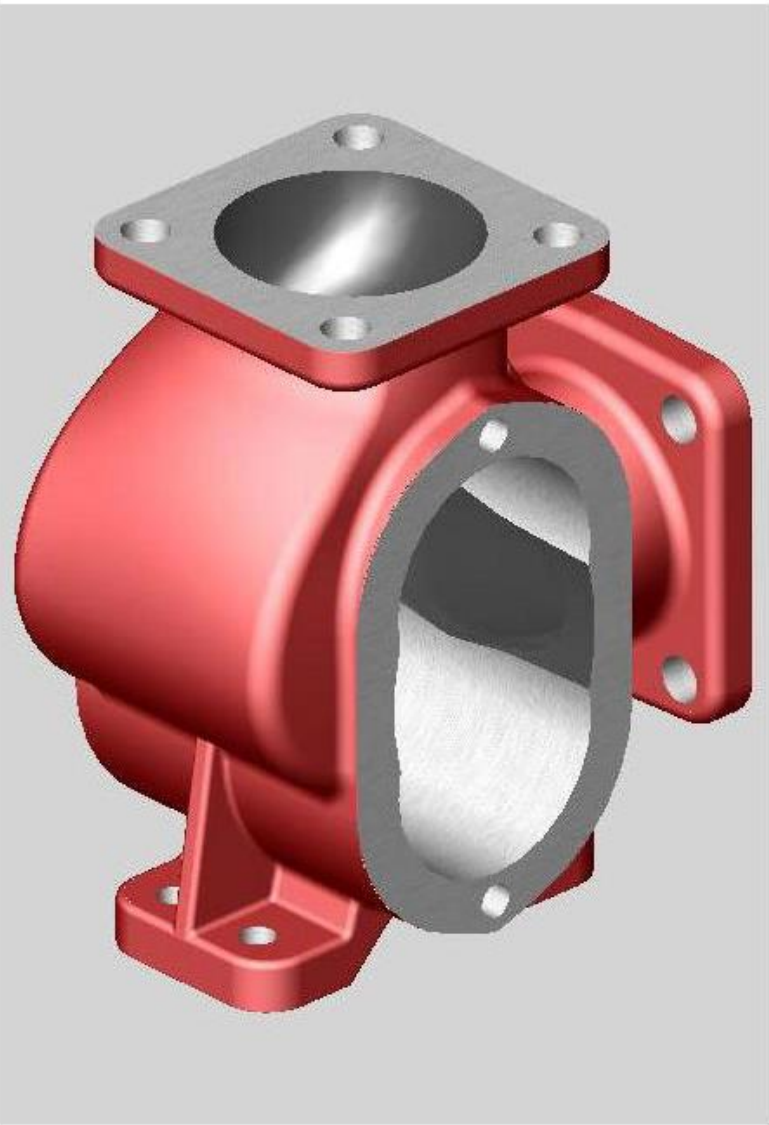
Port Style:\*  Angled (3 x 00)

Case Components

Dowel Pin: D48-34 Dowel Pin (4)

Case Component:\* D11-338 Plant Fiber (Std)

Image Full Screen



Continue Cancel Print Save Save & Exit Price: 400.00 Details



# 見積と注文をマルチチャンネルで実現

infor Sales Portal

Home Quotes Orders Customers Projects My Items Account Information

Quotes Orders Customers Projects My Items Status Inquiry

infor Sales Portal

Home Quotes Orders Customers Projects My Items Account Information

Quote SQB000004-1

Print Place Order Rapid Change Copy Import Export Delete More...

Customer: American Distributors Quote Name: WD 837 Version: 1

Header Pricing Items Comments

Item Selection

Item: Wood Door Description: Configurable Wood Door

Quantity: 1 EA Price: On Configuration Label:

Configuration Options Global Options

Wood Species\* Cherry Stain Color\* Cider Door Style\* Square Panel, Squar

Width\* 30.00 Height\* 80.00 Thickness 1.375

TopPanel\* Flat Panel BottomPanel\* Flat Panel Dims\*

Configure Add Reset selected options Add Write-In Item

Quote Lines

Validate All Collapse All Total Price: 993.00

Line	Label	Item	Qty	UOM	Price	Total
1		Wood Door	1	EA	500.00	500.00

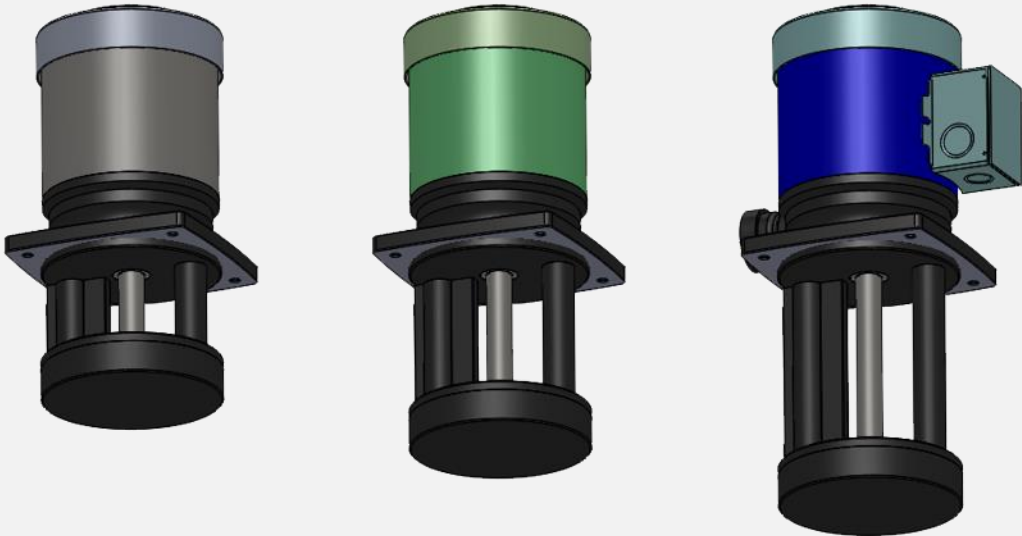
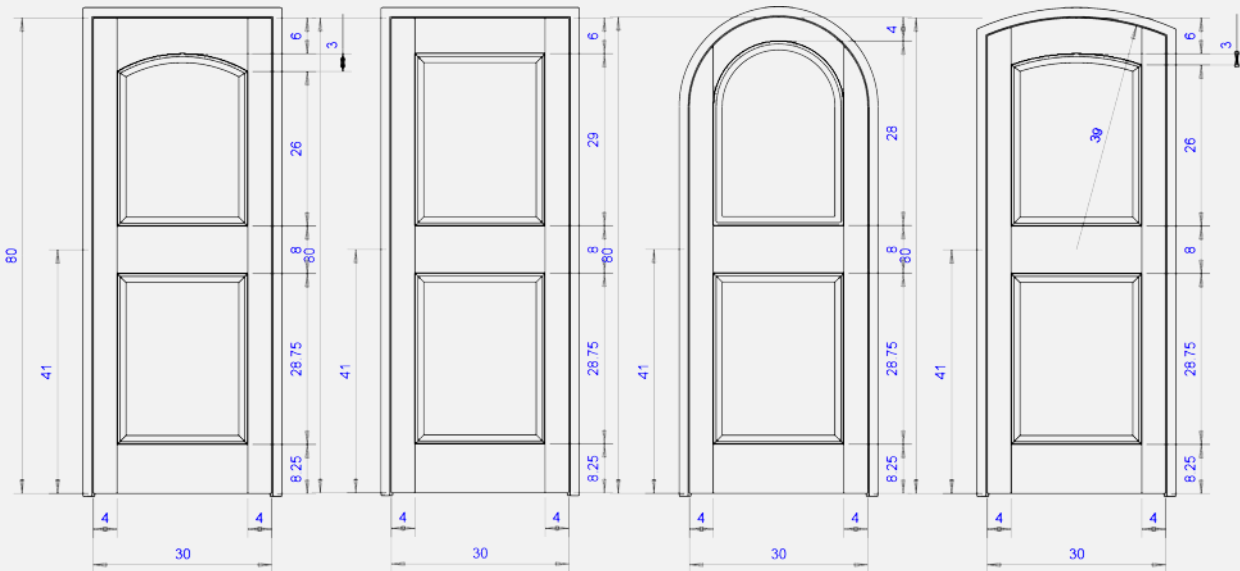
Change Options Adjust Price Copy More... Line Details Remove

Configurable Wood Door  
Custom Door:30 x 80  
Wood Species: = Cherry  
Door Style: = Arch Panel, Arch Top  
Width: = 30  
Top Panel: = Raised Panel  
Stain Color: = Cider  
Thickness: = 1.375  
Height: = 80  
Bottom Panel: = Raised Panel





# 動的にイメージや図面、モデルを変更





# 競争力のある提案書作成

**CMD DEALERSHIPS**

Proposal For:  
**R&L Trucking Replacement Fleet Project**

Prepared By:  
 Nick Chapman, CM Dealerships, Sales Manager

Prepared For:  
 Joe Williams, R&L Trucking, Procurement Manager

Reference ID: SQD000084-1  
 Prepared On: February 26, 2014

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**CMD DEALERSHIPS**

Unit Price    Extended Price  
 27,450.00    549,000.00 USD

26,250.00    131,250.00 USD

17.48    437.00 USD

680,687.00 USD  
 0.00 USD  
 0.00 USD  
**680,687.00 USD**

**CMD DEALERSHIPS**

Sheet

Trailers

- 2 Screws per Board
- Bottom of Wood Floor
- 1" Radius Front Corner Posts
- Nominal Hardwood above the
- Steel Hat-Shaped Front Wall Posts
- Slide/Slider System
- 2"x 7" Brakes
- Light
- Harness with Internal Ground
- Warranty
- Door Frame and Buckplate
- Door
- Mount-Mounted Rear Header
- Steel Rear Threshold Integral with
- Steel Roof Bows 16" Center Line; (Center Line) Bonded to Roof Skin
- with Injected Polyurethane
- 040" Aluminum Exterior Sidewall
- vanized Hat-Shaped 24" Center (16" Center Line) with "A" Slots on 12" Center Line at extreme Front

21CTC3B

10'0"

**CMD DEALERSHIPS**

ion Form

21CTC3B

trailer into normal service. (If a dented that the customer perform the

ose items that require check and ed after the first 500 miles! If the the wheel nut torque should be esting that his/her service person

	Checked
air ride	
8" Axle forward	
air ride	
brakes	
ions.	

**CMD DEALERSHIPS**

ation

uring

rovided by the Capital Manufacturing Equipment from CM or authorized its option, any covered part which is ible warranty term. Warranty service t to sell and/or service the type of s or components furnished by CM. er for parts or labor. The purchaser ation of product to and from the rged for overtime labor requested by y related to any defect covered under

pt products which are warranted nted for the number of months or ed by a separate warranty. Warranty omponents are found in the

NTY TERM

hs
hs
hs
hs

FOLLOWING: (1) Used Products: (2) ed by CM, including, but not limited ) Depreciation or damage caused by to follow operating instructions, the UATV if used for racing or any ce.

Page 2 of 11    Page 3 of 11    Page 6 of 11    Page 4 of 11    Page 7 of 11    Page 9 of 11



# Infor Product Configurator

製品、サービス、オプションの強力なコンフィグレーション

Continue Cancel Print Save Save & Exit Price: 17,970.00 Details

Trailer Configuration Image Full Screen

Zoom + - Move ← → ↑ ↓ Reset

**Trailer Type**

Trailer Example

Product\* Z-Plate

**Dimensions**

Select Length of Z-Plate or Select 'Other'

Length (FT.)\*  34'  40'  42'  45'  48'  
 53'  Other

Select Width of Trailer

Exterior Width (In.)\*  96"  98"  102"

Select Height of Trailer

Exterior Height (FT.)\*  13'  13'6"  10'2"  10'8"

**Trailer Doors ?**

Select the type of Door

Door Type\*  Swing  Rollup

**Door Height and Width**

Swing Door Height (In.)

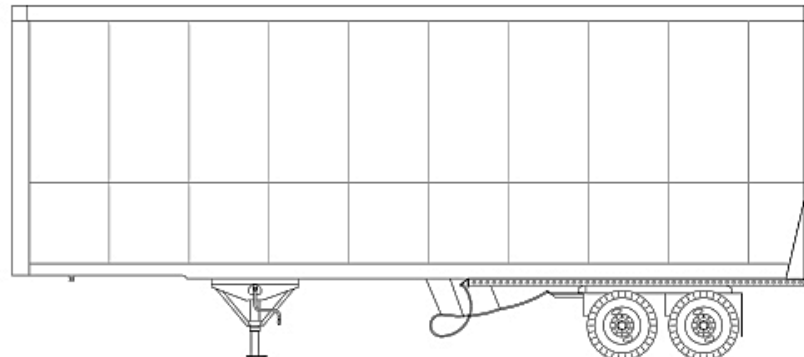
Right Swing Door Width (In.)

Left Swing Door Width (In.)

**Load Securement and Cargo Control**

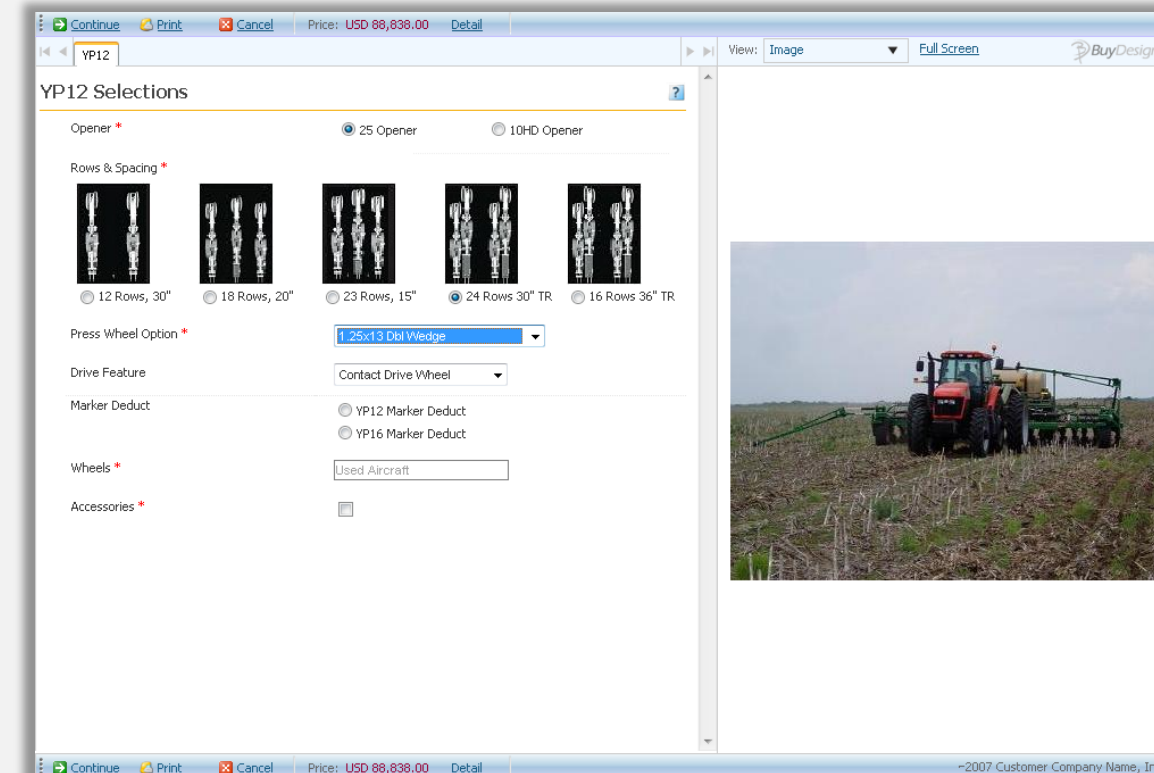
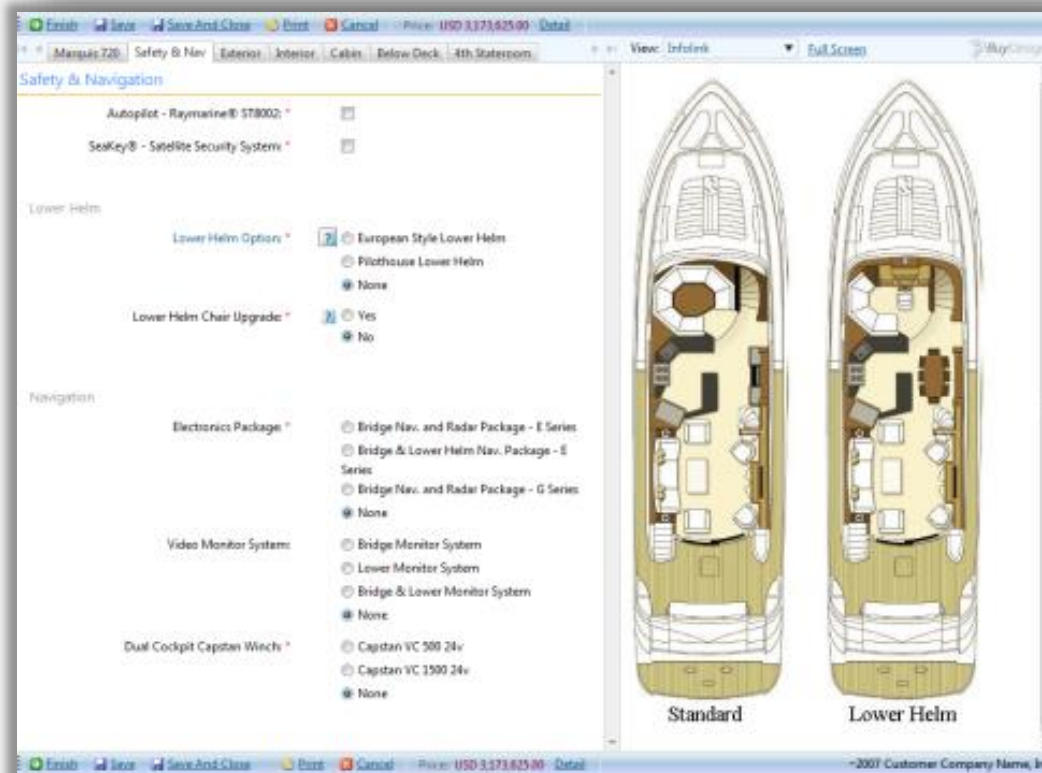
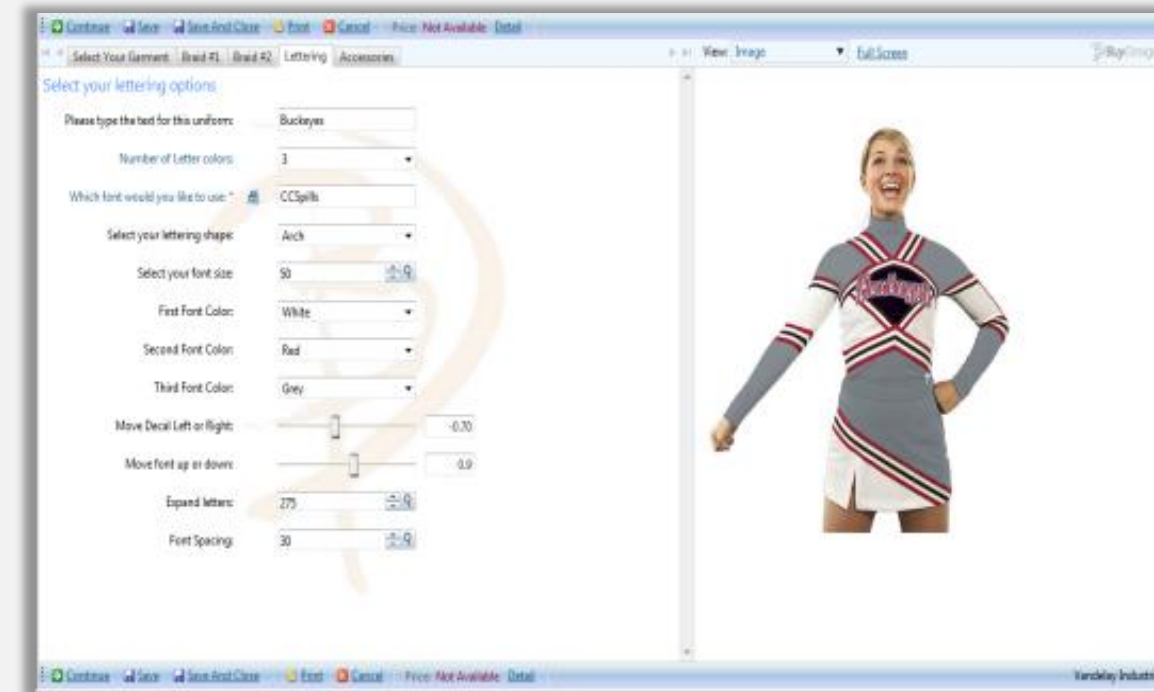
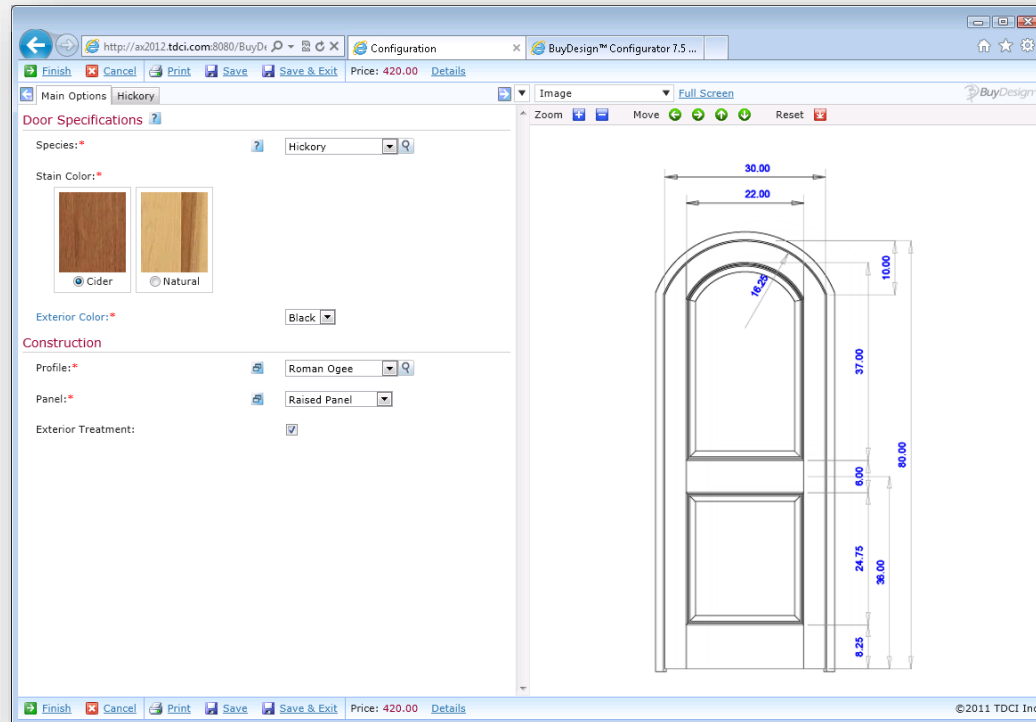
Select the type of Load Control for Z-Plate Trailer

Load Control ?



Continue Cancel Print Save Save & Exit Price: 17,970.00 Details

# 標準ユーザインターフェース



コンフィグレーションモデルに応じたダイナミックにUIを生成。UIサービスは複数のアプリケーションの提供が可能

# カスタムユーザインターフェース

Product Specifications | Quote or Download | Compatible Products

To continue, please configure your item below.

**First End Option**  
NEMA Motor Mount

**Motor Option**  
With Motor

**Motor Brake Type**  
Externally Wired Brake

**Motor Type**  
3PH Brake Motor 230/460VAC

**Motor Size**  
1/2 HP

**Second End Option**  
Standard Shaft Extension

**Motor Encoder**  
No

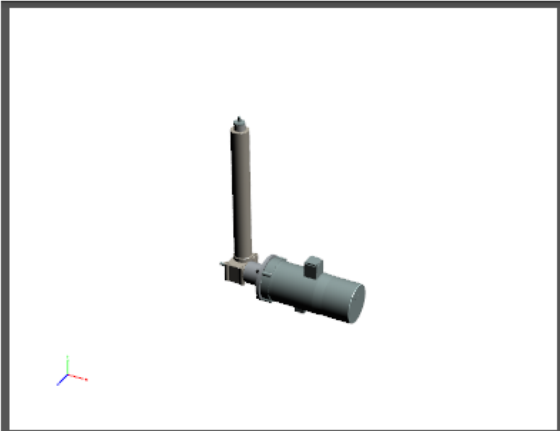
**Housing Configuration**  
Flange Base

**Screw Configuration**  
Standard Threaded End

**Rod Type Limit Switch**  
No

**Travel [in]**  
10  
Range: 0.25 to 9999999.00 in

**CONFIGURE**



**Your Personalization Center**  
Diamante Acrylic Award

**Award Options**

**Award Title or Logo**

**Personalization**

Presented to

**Recipient's Name** (Max 20 characters)  
TDCI Inc.

**Message Lines** (Max 30 characters per line)  
For Excellence in


Configuration & Guided Selling Solutions

With Integration

**Date** (Max 25 characters)  
Example: May 2013 or 2013  
March 2013

**Select Your Personalization Typestyle**  
A - Palatino

**Get Preview** **Next**



**BUILD YOUR Bullard**  
www.BuildYourBullard.com

**Select Your Model**

**Classic**  
C30 C33 C34 911C 911H

**Standard**  
S51 S61 S62 S71

**Advanced**  
ADVENT VECTOR

**Bump Caps**  
BC LOGO SHOP

**Choose Your Primary Requirement:** [Learn More](#)

- OSHA Compliant
- ANSI Type I
- ANSI Type II
- CSA Certified

**Market Choice:**

- Construction
- Fruit Harvesting
- Food Processing
- Railroad
- Utilities
- Municipalities
- Forestry
- Search and Rescue
- Public Works
- Transportation

**Shell Style:**  
 Cap  
 Full-Brim  
 Vented

**Suspension:**  
 4-Points  
 6-Points  
 8-Points

**Reset All Selections**

Sign In | Register | Demo | Start Over | Choose Options | Help

**IDEON**

**Collections** | **Styles** | **Size/Shape**

Chair | Settee | **Sofa**

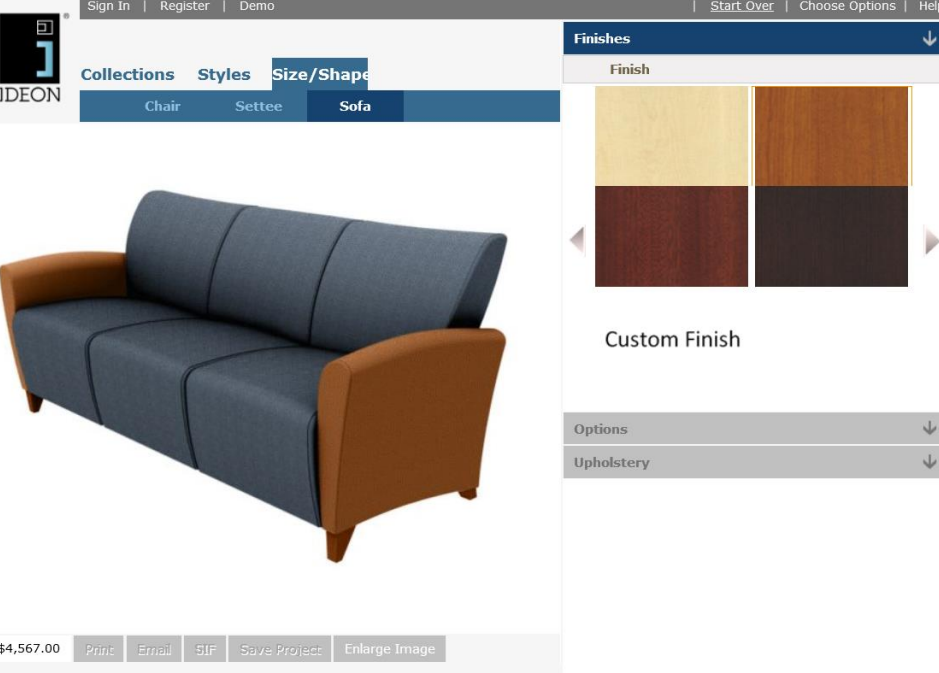
**Finishes**

Finish

**Custom Finish**

**Options**

**Upholstery**





# Infor Sales Portal

オーダーまで繋げる競争力のある見積りの作成

Quotes Orders Customers Projects My Items Collateral

**Sales Portal**  
A comprehensive pricing, quote generation, and ordering system.

**Quote SQB000633-1**

Customer: Wilson Industries    Quote Name:    Version: 1

Header Pricing **Items** Comments

**Item Selection**

Item: TruckTrailer    Description: Configurable Trailer  
 Quantity: 1 EA    Price: On Configuration    Label:

**Configuration Options**

Product\*  
 Configure Add Reset selected options Named Configurations Add Write-In Item Product Catalog


**Quote Lines**

Validate All Collapse All    **Total Price: 21,095.00**

Line	Label	Item	Qty	UOM	Price	Total
1		<b>TruckTrailer</b>	1	EA	21,095.00	21,095.00

Change Options Copy    Line Details    Remove  
 Adjust Price More...

Configurable Trailer  
 1DW1  
 Z-Plate = Qty = 1    Trailer Length (Ft.) = 40'  
 Trailer Width (In.) = 102"    Trailer Height (Ft.) = 13'6"  
 Swing Type Door = 104 x 98    Number of Axles = 2  
 Tires = B-Stone 295/75R22.5 x 8    Configuration Code = 1DW1CC4020CS50001

 View Image

Software Version: 8.0.0.29  
Content Version: 1.0.0.0

Continue Cancel Print Save Save & Exit Price: 17,970.00 Details

Trailer Configuration

Trailer Type  
 Trailer Example  
 Product\* Z-Plate

**Dimensions**

Select Length of Z-Plate or Select 'Other'

Length (FT.)\*  
 34'  40'  42'  45'  48'  
 53'  Other

Select Width of Trailer

Exterior Width (In.)\*  
 96"  98"  102"

Select Height of Trailer

Exterior Height (FT.)\*  
 13'  13'6"  10'2"  10'8"

**Trailer Doors**

Select the type of Door

Door Type\*  
 Swing  Rollup

**Door Height and Width**

Swing Door Height (In.)

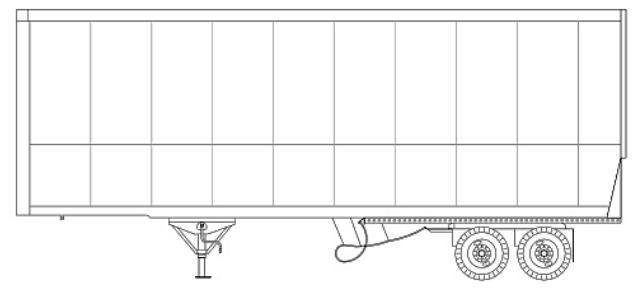
Right Swing Door Width (In.)

Left Swing Door Width (In.)

**Load Securement and Cargo Control**

Select the type of Load Control for Z-Plate Trailer

Load Control



Continue Cancel Print Save Save & Exit Price: 17,970.00 Details



# Infor Sales Portal

- ✓ 直販営業や販売会社、カスタマサービスが見積と注文が可能に
- ✓ PDFもしくはWordで提案書やドキュメントを生成可能に
- ✓ 製品の再構成もすばやく変更可能に
- ✓ 販売会社に対する価格変更やマージン管理が可能に
- ✓ イメージラベル、色、フォントなどパーソナライズが可能に
- ✓ 多くのERPに対してオーダーを連携可能に
- ✓ 多通貨、多言語対応



# Infor Document Automation

動的に提案書や見積書を作成

Quotes Orders Customers Projects My Items Collateral

Quote SQB000633-1 Print Place Order More...

Customer: Wilson Industries Quote Name: Version: 1

Header Pricing Items Comments

**Item Selection**

Item: TruckTrailer Description: Configurable Trailer  
 Quantity: 1 EA Price: On Configuration Label:

**Configuration Options**

Product\*


Configure Add Reset selected options Named Configurations Add Write-In Item Product Catalog

**Quote Lines**

Validate All Collapse All **Total Price: 21,095.00**

Line	Label	Item	Qty	UOM	Price	Total
1		<b>TruckTrailer</b> Configurable Trailer 1DW1	1	EA	21,095.00	21,095.00

Z-Plate = Qty = 1 Trailer Length (Ft.) = 40'  
 Trailer Width (In.) = 102" Trailer Height (Ft.) = 13'6"  
 Swing Type Door = 104 x 98 Number of Axles = 2  
 Tires = B-Stone 295/75R22.5 x 8 Configuration Code = 1DW1CC4020CS500001



View Image

infor Software Version: 8.0.0.29 Content Version: 1.0.0.0

Proposal Generation

Language: English Spanish

Style Sheet: Tallahassee Boston San Diego Santa Fe Miami Chicago Blank

PDF Options for Wood Door: DoorFeatures

Templates to Include: CoverPage Introduction Terms Warranty DoorImages

Continue Cancel



Coordinated Enterprises Proposal for Calvin Barber

**Terms and Conditions**

-- USA and CANADA --

Coordinated Enterprises Proposal for Calvin Barber

Coordinated Enterprises Proposal for Mark Wilson

Line #	Part Number	Quantity	Unit Price	Extended Price
1	TruckTrailer	1	21095.00	21095.00

Dear Calvin Barber

At BD Manufactur return on investm Products feature a BD markets more t for all markets.

I am pleased to pr BD products are ru productivity, boost other manufactur

Please let me know

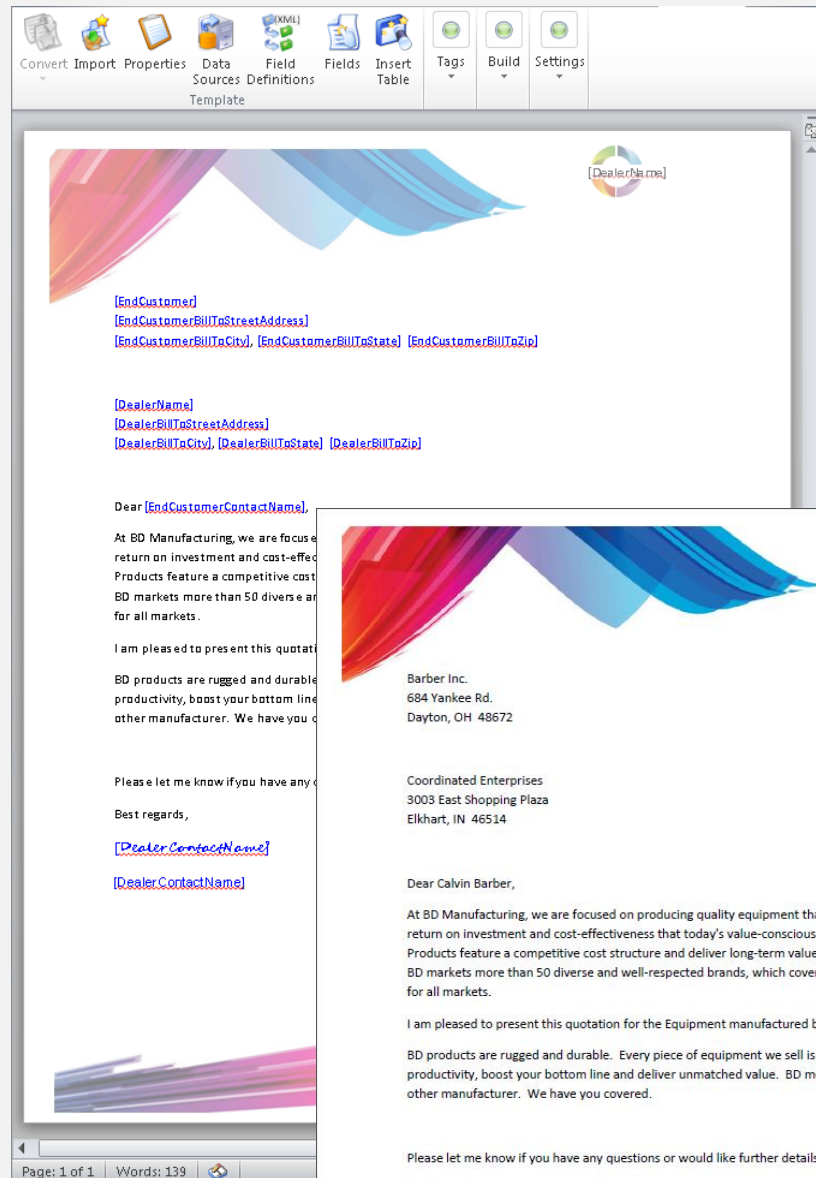
Best regards,  
 Charles Evans  
 Charles Evans

**Total Amount: 21095.00**

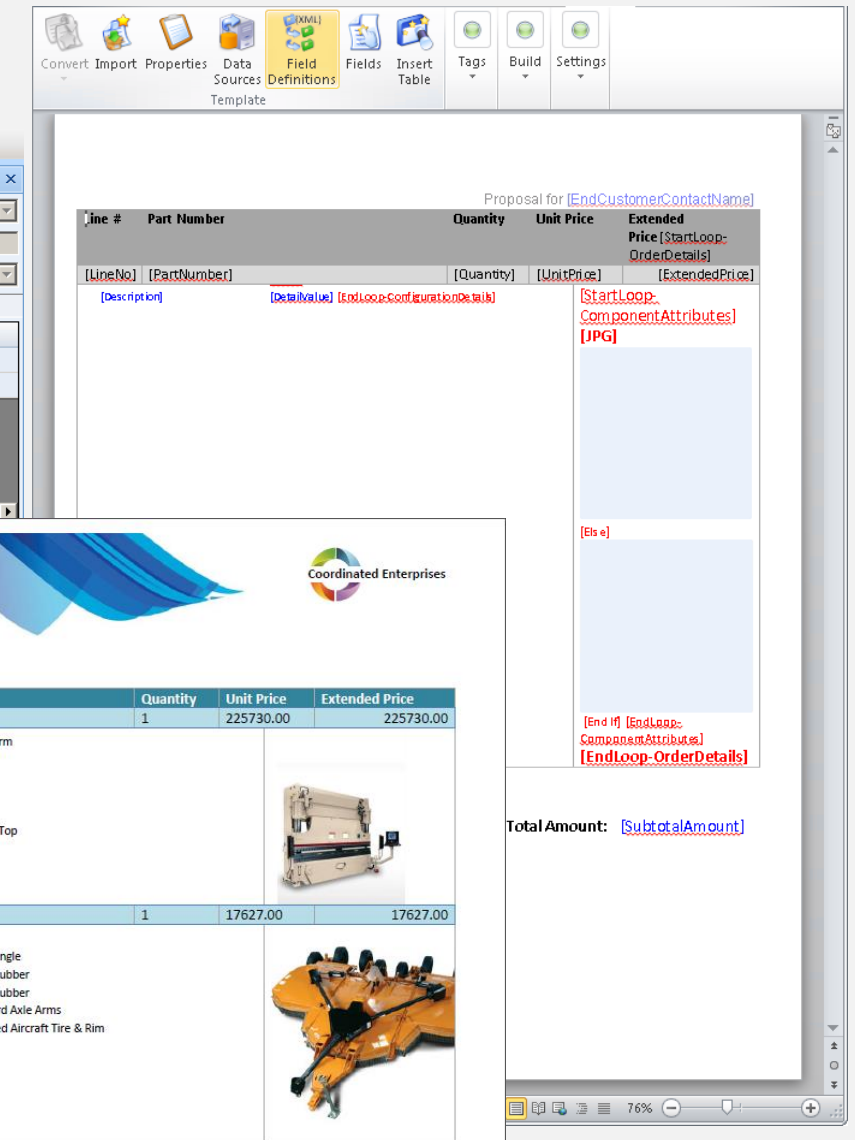
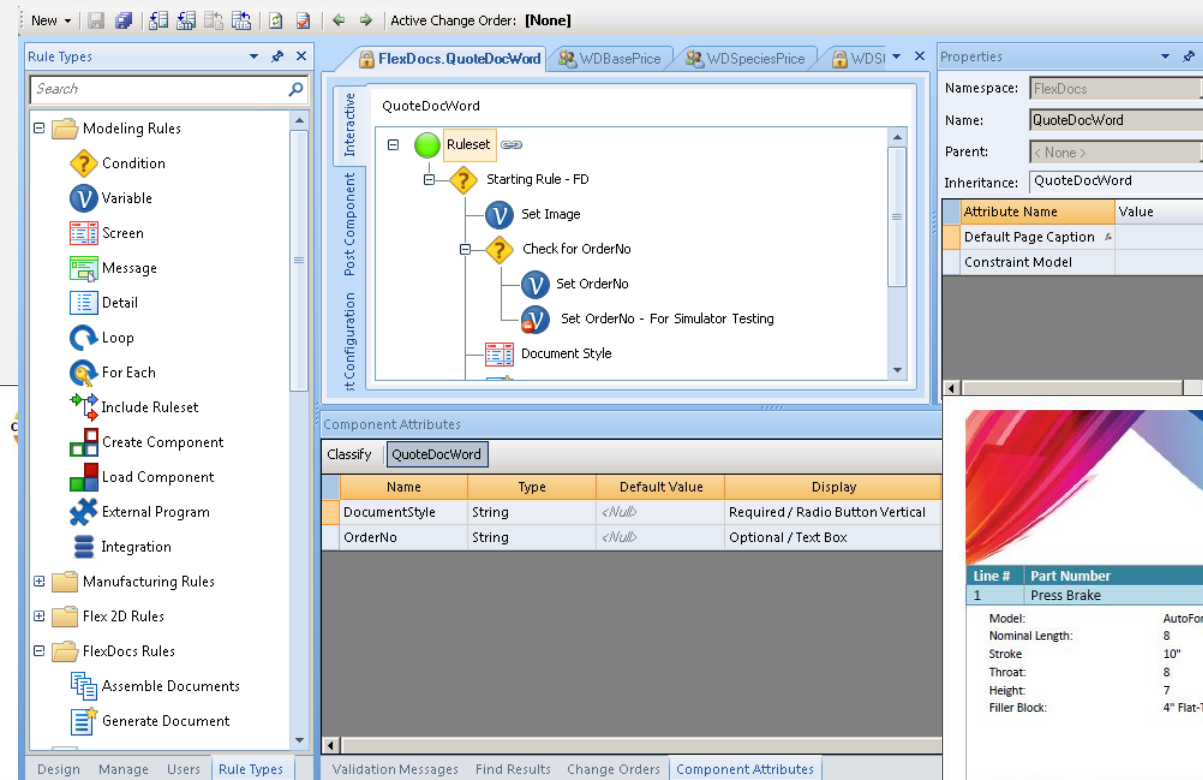


# Document Automation

ドキュメントテンプレートのテーブル内でテキストやフィールド、イメージを含む複数行にも対応



ドキュメントへの書き込みは、コンフィグレータでルールを記述



ダイナミックにテキストやフィールド、イメージを挿入可能

コンフィグレータによりPDFやWordを生成可能



# Infor Design Automation

製品の選択状況に合わせた正確な可視化を実現

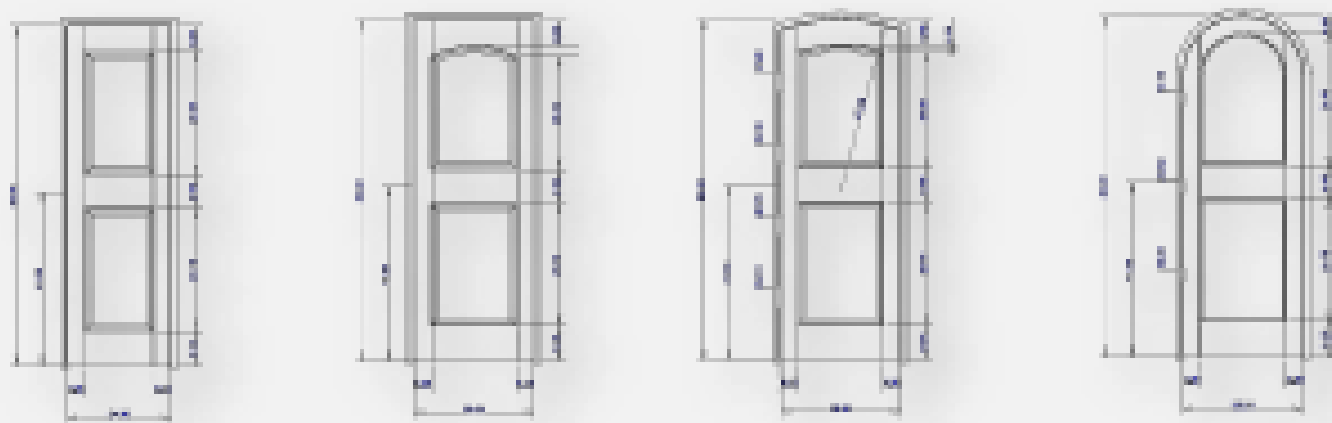
## Image Lookups



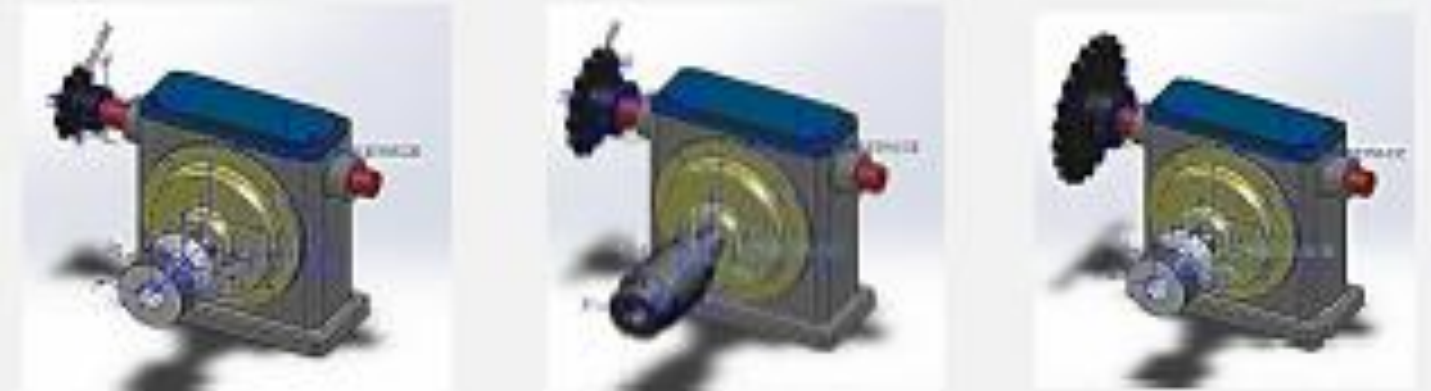
## Photo Quality

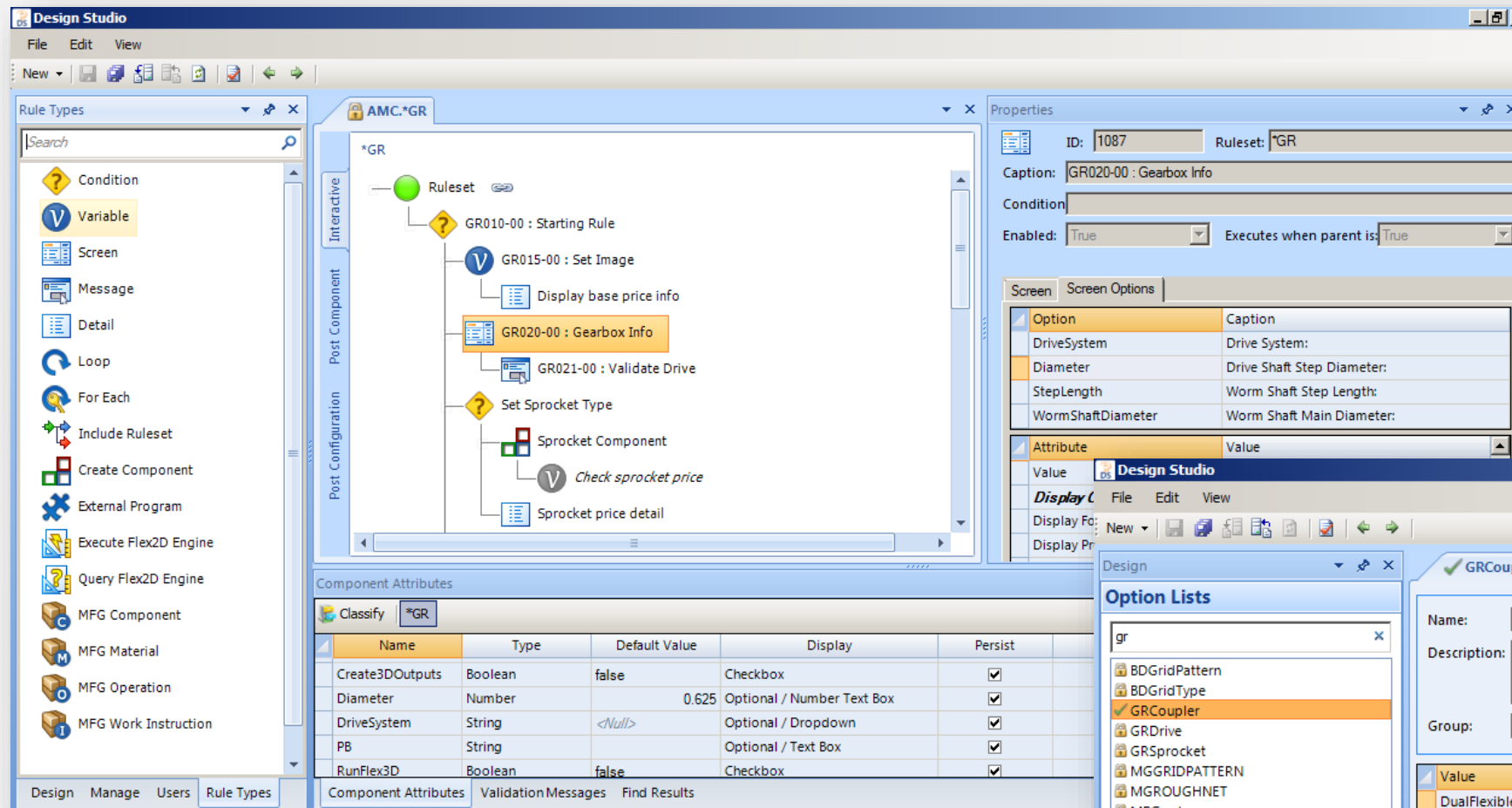


## 2 Dimension



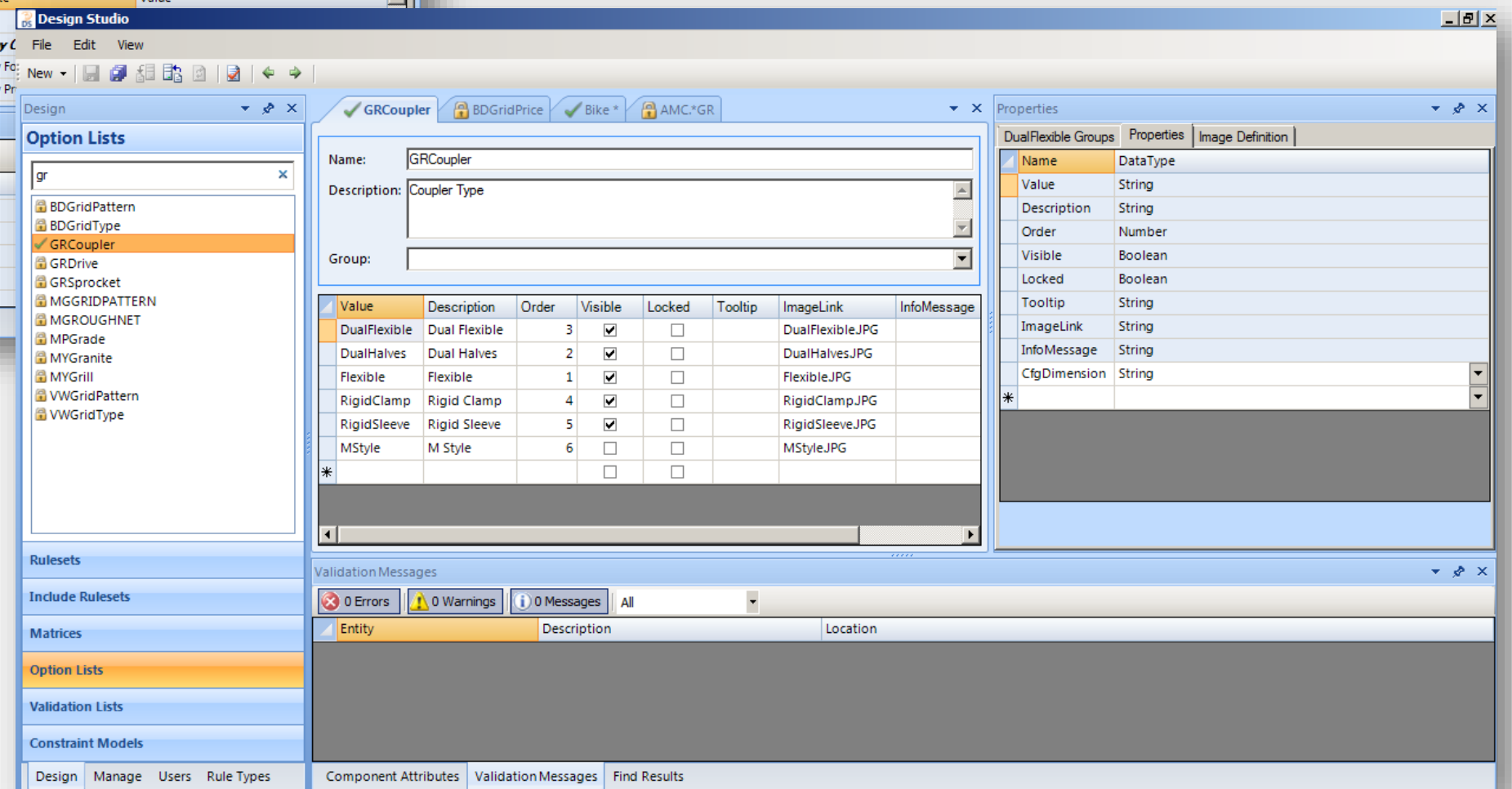
## 3 Dimension





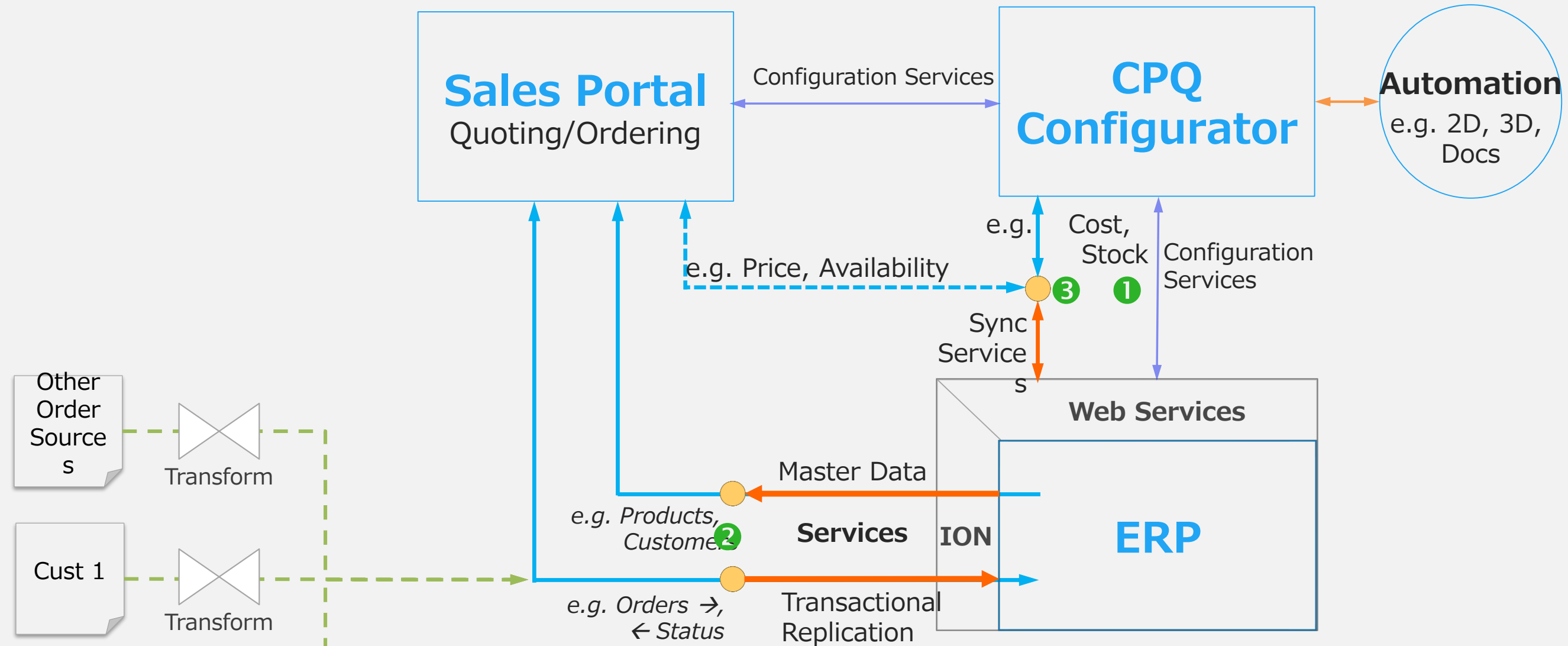
コンフィグレーションデータを管理、作成しやすいように  
オプションなどはテーブルベースで作成可能

ドラッグ & ドロップベースで簡単な操作  
ロジカルでグラフィカルな構造を作成可能





# インテグレーション方法



General Integration Architecture

- Integration Points:**
- ① *Embedded Configurator*
  - ② *External Order Integration*
  - ③ *ERP web API access*



Designed for progress™