KONFIT
CONFIGURE. QUOTE. SELL

CPQ FOR COMPLEX PRODUCTS

Complex products. Simpler sales.

Turn your quoting process into a competitive advantage.



Product knowledge, pricing and quotes. One connected workflow.

Stream Office

streamoffice.dk

WHEN QUOTING BECOMES A BOTTLENECK

Your customer is ready. Is your quote?



AI-generated illustrative image

Delays

Sales teams wait for product expertise, pricing clarification and internal answers.

Revisions

Information moves between spreadsheets, emails and documents.

Uncertainty

A change to the solution can affect both price and margin.

> ***Selling complex products shouldn't slow you down.***

CONFIGURE. PRICE. QUOTE.

From the first choice to a clear quote.

KONFiT turns product knowledge into guided choices, calculates prices in real time and brings the solution together in a professional quote.

01 Configure

Choose products and options that work together.

02 Price

See pricing and margin as the solution takes shape.

03 Quote

Give your customer a clear, complete basis for making a decision.

CPQ stands for Configure, Price, Quote.

PUT PRODUCT KNOWLEDGE TO WORK FOR SALES

Many possibilities. The right combinations.

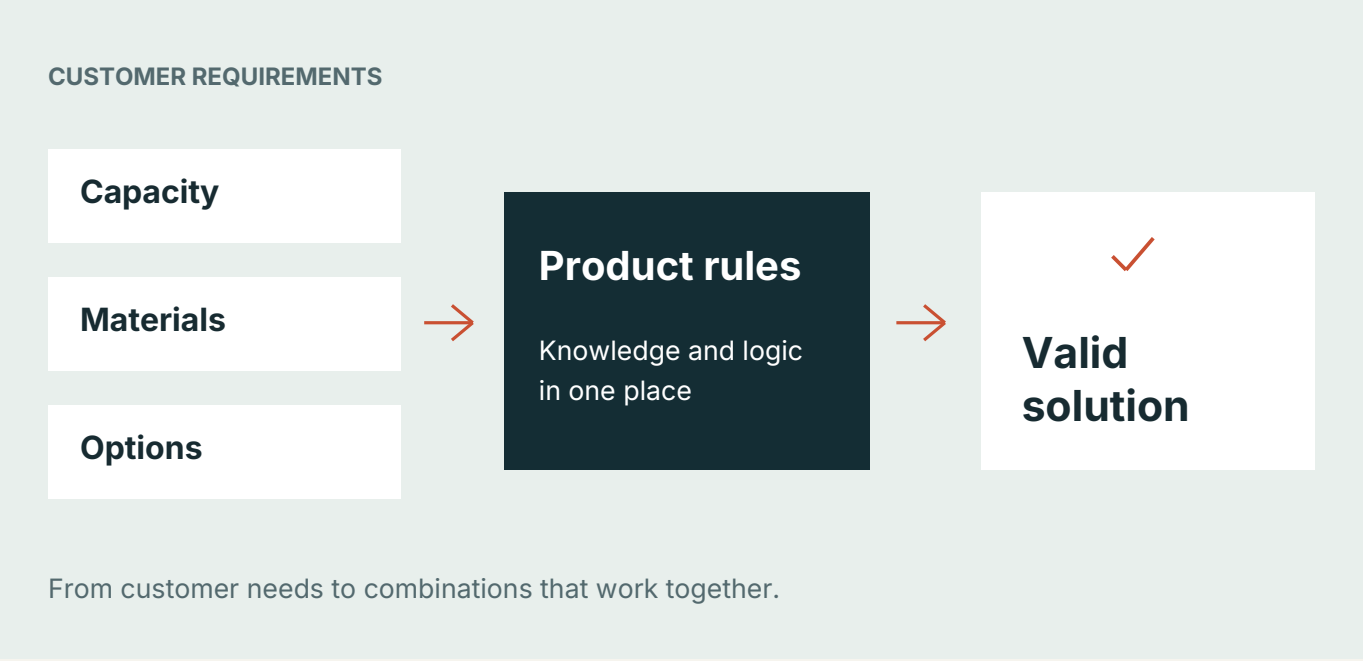


Illustration of requirements, product rules and the resulting solution

Your rules guide the choices.

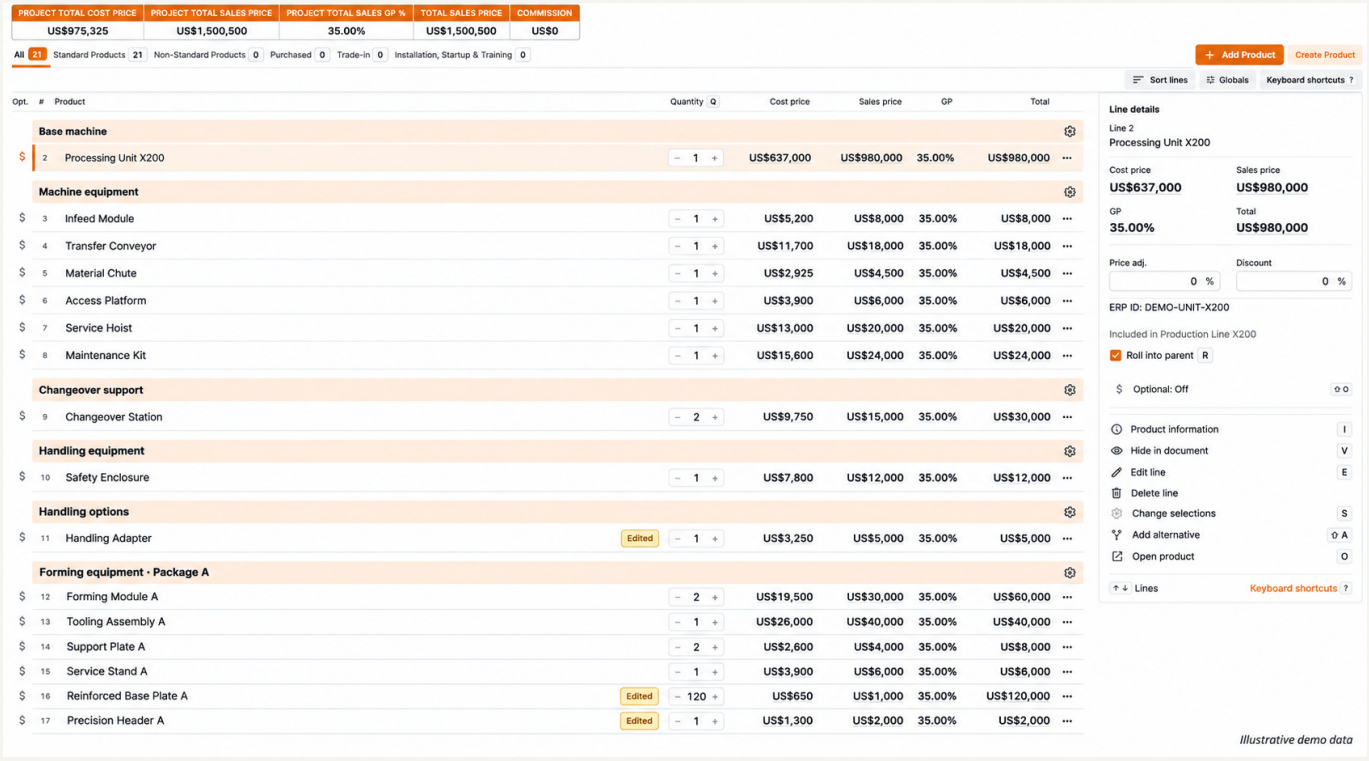
Capacity, materials, variants and options can affect one another. Shared product rules help sales teams configure the solution and identify invalid combinations along the way.

> ***Fewer repeated questions.***
> ***More product knowledge available to the whole team.***

FROM INDIVIDUAL EXPERTISE TO SHARED KNOWLEDGE

Make it easier to choose correctly.

Including fully bespoke solutions that require engineering expertise.



Edited product view · Fictional product names and demo data.

From engineering expertise to a solution.

Bring technical requirements, product rules and calculations into the platform. Work with both standard products and fully bespoke solutions in the same quoting process - involving specialists whenever the task requires their expertise.

GREATER CLARITY BEFORE YOU SEND THE QUOTE

See the price. Understand the margin.

COUNTRY TOTALS

DESCRIPTION	COST PRICE	SALES PRICE	GP %	PROFIT	TRANSFER PRICE	PROFIT LESS TRANSFER	COMMISSION	TRANSFER LESS COMMISSION	PROFIT LESS COMMISSION
Sub Total Selling Unit	US$0	US$0	0.00%	US$0	US$0	US$0	US$0	US$0	US$0
Sub Total Demo Production	US$975,325	US$1,500,500	35.00%	US$525,175	US$0	US$525,175	US$0	US$0	US$525,175

TOTAL

DESCRIPTION	%	COST PRICE	SALES PRICE	GP %	GP
Project Sum		US$975,325	US$1,500,500	35.00%	US$525,175
Commission %	0.00%		US$0		
Project Less Commission		US$975,325	US$1,500,500	35.00%	US$525,175
Project with Services		US$975,325	US$1,500,500	35.00%	US$525,175
Freight		US$0	US$0	0.00%	US$0
Other Cost %	0.00%	US$0			
Project Total		**US$975,325**	**US$1,500,500**	**35.00%**	**US$525,175**
Total Sales Price		US$975,325	US$1,500,500		

Illustrative demo data

Edited financial view · Demo data, not an actual customer saving.

Project finances in one place.

See costs, sales price and gross profit together. In this example, a sales price of USD 1,500,500 and costs of USD 975,325 produce a gross profit of USD 525,175.

1,500,500 USD
Total sales price

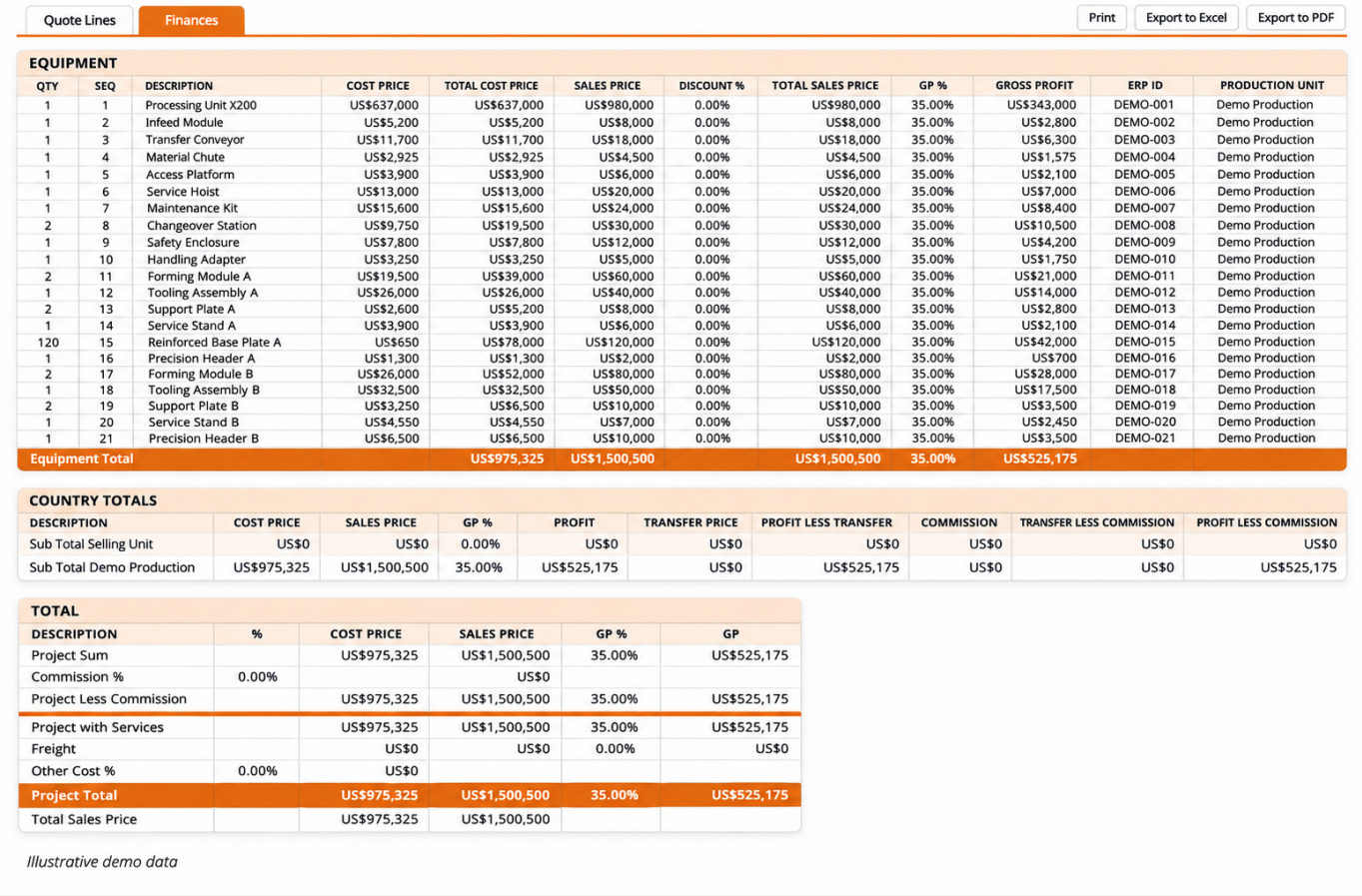
525,175 USD
Gross profit

35 %
Margin in this example

> ***See the impact of a discount before you agree.***

A SHARED FOUNDATION FOR THE FINAL QUOTE

From product lines to a complete overview.



Quote Lines | Finances | Print | Export to Excel | Export to PDF

EQUIPMENT

QTY	SEQ	DESCRIPTION	COST PRICE	TOTAL COST PRICE	SALES PRICE	DISCOUNT %	TOTAL SALES PRICE	GP %	GROSS PROFIT	ERP ID	PRODUCTION UNIT
1	1	Processing Unit X200	US$637,000	US$637,000	US$980,000	0.00%	US$980,000	35.00%	US$343,000	DEMO-001	Demo Production
1	2	Infeed Module	US$5,200	US$5,200	US$8,000	0.00%	US$8,000	35.00%	US$2,800	DEMO-002	Demo Production
1	3	Transfer Conveyor	US$11,700	US$11,700	US$18,000	0.00%	US$18,000	35.00%	US$6,300	DEMO-003	Demo Production
1	4	Material Chute	US$2,925	US$2,925	US$4,500	0.00%	US$4,500	35.00%	US$1,575	DEMO-004	Demo Production
1	5	Access Platform	US$3,900	US$3,900	US$6,000	0.00%	US$6,000	35.00%	US$2,100	DEMO-005	Demo Production
1	6	Service Hoist	US$13,000	US$13,000	US$20,000	0.00%	US$20,000	35.00%	US$7,000	DEMO-006	Demo Production
1	7	Maintenance Kit	US$15,600	US$15,600	US$24,000	0.00%	US$24,000	35.00%	US$8,400	DEMO-007	Demo Production
2	8	Changeover Station	US$9,750	US$19,500	US$30,000	0.00%	US$30,000	35.00%	US$10,500	DEMO-008	Demo Production
1	9	Safety Enclosure	US$7,800	US$7,800	US$12,000	0.00%	US$12,000	35.00%	US$4,200	DEMO-009	Demo Production
1	10	Handling Adapter	US$3,250	US$3,250	US$5,000	0.00%	US$5,000	35.00%	US$1,750	DEMO-010	Demo Production
2	11	Forming Module A	US$19,500	US$39,000	US$60,000	0.00%	US$60,000	35.00%	US$21,000	DEMO-011	Demo Production
1	12	Tooling Assembly A	US$26,000	US$26,000	US$40,000	0.00%	US$40,000	35.00%	US$14,000	DEMO-012	Demo Production
2	13	Support Plate A	US$2,600	US$5,200	US$8,000	0.00%	US$8,000	35.00%	US$2,800	DEMO-013	Demo Production
1	14	Service Stand A	US$3,900	US$3,900	US$6,000	0.00%	US$6,000	35.00%	US$2,100	DEMO-014	Demo Production
120	15	Reinforced Base Plate A	US$650	US$78,000	US$120,000	0.00%	US$120,000	35.00%	US$42,000	DEMO-015	Demo Production
1	16	Precision Header A	US$1,300	US$1,300	US$2,000	0.00%	US$2,000	35.00%	US$700	DEMO-016	Demo Production
2	17	Forming Module B	US$26,000	US$52,000	US$80,000	0.00%	US$80,000	35.00%	US$28,000	DEMO-017	Demo Production
1	18	Tooling Assembly B	US$32,500	US$32,500	US$50,000	0.00%	US$50,000	35.00%	US$17,500	DEMO-018	Demo Production
2	19	Support Plate B	US$3,250	US$6,500	US$10,000	0.00%	US$10,000	35.00%	US$3,500	DEMO-019	Demo Production
1	20	Service Stand B	US$4,550	US$4,550	US$7,000	0.00%	US$7,000	35.00%	US$2,450	DEMO-020	Demo Production
1	21	Precision Header B	US$6,500	US$6,500	US$10,000	0.00%	US$10,000	35.00%	US$3,500	DEMO-021	Demo Production
Equipment Total				**US$975,325**	**US$1,500,500**		**US$1,500,500**	**35.00%**	**US$525,175**		

COUNTRY TOTALS

DESCRIPTION	COST PRICE	SALES PRICE	GP %	PROFIT	TRANSFER PRICE	PROFIT LESS TRANSFER	COMMISSION	TRANSFER LESS COMMISSION	PROFIT LESS COMMISSION
Sub Total Selling Unit	US$0	US$0	0.00%	US$0	US$0	US$0	US$0	US$0	US$0
Sub Total Demo Production	US$975,325	US$1,500,500	35.00%	US$525,175	US$0	US$525,175	US$0	US$0	US$525,175

TOTAL

DESCRIPTION	%	COST PRICE	SALES PRICE	GP %	GP
Project Sum		US$975,325	US$1,500,500	35.00%	US$525,175
Commission %	0.00%		US$0		
Project Less Commission		US$975,325	US$1,500,500	35.00%	US$525,175
Project with Services		US$975,325	US$1,500,500	35.00%	US$525,175
Freight		US$0	US$0	0.00%	US$0
Other Cost %	0.00%	US$0			
Project Total		**US$975,325**	**US$1,500,500**	**35.00%**	**US$525,175**
Total Sales Price		US$975,325	US$1,500,500		

Illustrative demo data

Edited product view · Fictional product names and demo data.

A clear foundation for the quote.

Review product lines, pricing and margin in the consolidated financial view before preparing the final quote for your customer.

MORE TIME FOR MEANINGFUL CUSTOMER CONVERSATIONS

Give your teams a shared foundation.



AI-generated illustrative image

Sales

Move the conversation forward without gathering every answer manually.

Engineering

Put rules and product knowledge to work across more quotes.

Management

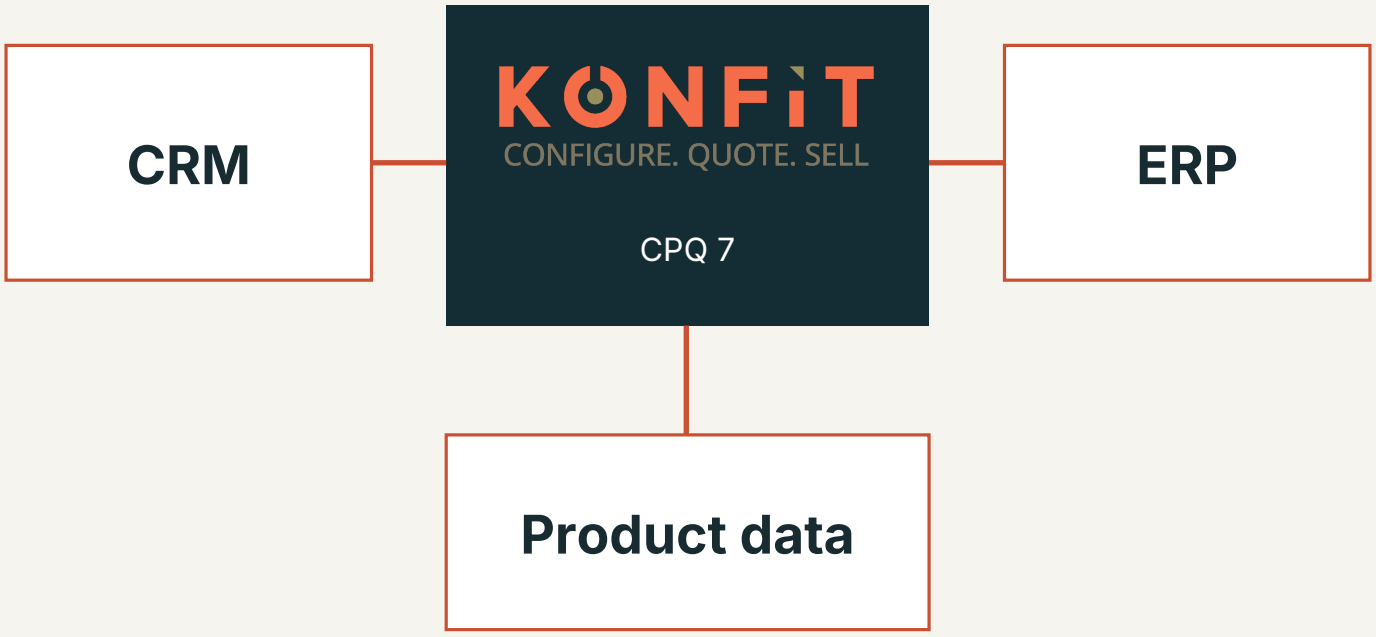
Gain a clearer basis for assessing pricing and margin.

Built-in AI supports guidance, translation and collaboration across teams and languages.

BUILD ON THE SYSTEMS YOU ALREADY USE

Let information flow with the quote.

KONFiT can connect to CRM, ERP and product data.
This allows relevant information to be reused throughout the quoting process.



CRM	Customers and sales opportunities
Product data	Variants, options and rules
ERP	Items and pricing data

Illustrative integration model. Systems, data fields and responsibilities are agreed as part of the project.

SANOVO TECHNOLOGY GROUP

Real-world complexity. KONFiT in daily use.

SANOVO TECHNOLOGY GROUP

SANOVO has replaced its on-premises CPQ solution with KONFiT CPQ 7 in the cloud.

> *"We confidently recommend KONFiT to other organizations seeking innovative CPQ solutions. Their proven ability to develop and implement solutions that generate significant time and resource savings across our organization makes them a valuable partner."*

Michael Behrendsen

CCO, SANOVO TECHNOLOGY GROUP

SANOVO's full testimonial. Source: konfit.cloud.

REPORTED RESULTS FROM THE CPQ MARKET

What does the research show?

36 %

less time to prepare quotes

Customer survey, 2023

38 %

fewer pricing errors

Customer survey, 2023

86 %

less time to prepare quotes

Industry publication on manufacturing

How to interpret these figures

Vendor-published results from different customer groups. The 36% and 38% figures come from a 2023 customer survey with over 70 respondents. The sample size and measurement period for the 86% figure are not stated. These figures are not directly comparable and are not documented KONFiT results.

DEFINE THE SCOPE. MAKE THE VALUE VISIBLE.

Start with one product group.



AI-generated machinery illustration

01 Map a real quote

Identify manual steps, delays and common revisions.

02 Build and test a focused workflow

Set up product rules, pricing and quote documents with key users.

03 Measure the impact before expanding

Track time spent, revisions and improvements in the quoting process.

Scope, integrations, training and timeline are agreed based on your products and available data.

FROM REQUIREMENTS TO QUOTE

01

Your product

Knowledge and options

02

Your process

Rules and pricing

03

Your quote

Ready for the customer

One connected workflow with KONFiT CPQ 7

Let's look at your next quote.

Talk to us, with no obligation, about how you can make quoting easier.

Book a demo with your products

Stream Office

Stream Office ApS

contact@streamoffice.dk

+45 93 39 39 33

Vestre Ringvej 45A
8600 Silkeborg

Company reg. 44701952