IFS CPQ
(Configure, Price, Quote)

Precision configuration and pricing for complex industrial sales

IFS

The Manufacturing Challenge

Complex manufacturing sales break down when quoting lives in spreadsheets and disconnected tools.

Common issues:

- Manual quoting slows deal cycles and adds risk
- Complex product and pricing structures increase errors
- Disconnected CPQ and ERP systems create gaps and rework
- Training and turnover make consistency hard to maintain
- Self-service configurators often stall due to technical hurdles

Smarter, Faster Quoting with IFS CPQ

IFS CPQ is embedded within IFS Cloud and built specifically for manufacturers running Configure-to-Order (CTO).

- Rule-based configuration aligned to CTO logic
- Dynamic pricing with governance controls
- Structured outputs for downstream processes
- Seamless transition from quote to order
- Unified data across Sales, Manufacturing, Supply Chain, Finance, and Service

IFS CPQ is designed to help manufacturers achieve:

40–60%
Faster quote generation

20%
Shorter sales cycles

90%
Reduction in quoting errors

50%
Faster onboarding of new sales representatives

Built Inside IFS Cloud Manufacturing

IFS CPQ is natively integrated with IFS Cloud manufacturing, ensuring accurate quotes grounded in production, cost, and financial realities.

- Automated quoting that can significantly reduce turnaround time

- Guided selling to standardize complex configurations
- Seamless quote-to-order transfer into IFS Cloud
- Improved alignment between sales, manufacturing, and finance
- Optional dealer, reseller, and customer self-service experiences

Key Capabilities

Manufacturing Configuration
- Rule-based CTO logic
- Multi-level product structures
- System-level configuration
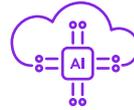- Deliverable generation

Pricing & Governance
- Dynamic pricing models
- Approval workflows
- Margin protection controls
- Scenario modeling

Sales & Ecosystem Enablement
- Embedded sales interface within IFS Cloud
- Dealer and reseller portal
- Customer-facing web configurator

Platform & Intelligence
- Native IFS Cloud integration
- AI-enabled insights
- Composable, scalable architecture

Who We Work With

Proven experience across key manufacturing sectors:

- Food & Beverage
- Metal & Fabricated Metal Products
- Automotive & Mobility Solutions
- High Tech & Electronics Manufacturing
- Building Materials, Wood, Pulp & Paper
- Machinery & Industrial Equipment

Who We Are

A global enterprise software leader for complex industries

90% Countries

€1+ Billion Revenue (2024)

3ˣ Growth vs Market Average

Trusted by manufacturers worldwide to manage mission-critical operations.

Confident configuration. Accurate pricing. Built for complex manufacturing sales.

Speak to an IFS expert today.

Learn more about how our enterprise software solutions can help your business today at ifs.com.

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