

SUCCESSFUL PARTNERSHIP

NETZSCH & SAE

Since 8 years NETZSCH GRINDING relies on the innovative variant management & CPQ platform from SAE

T

hanks to the SAE product configurator, the global NETZSCH sales teams can configure their machines and systems quickly, without errors and suitable for every customer.

The integrated quotation management ensures attractive and correct quote documents as well as technically feasible orders across all countries.

The full integration of the SAE platform into the existing system landscape at NETZSCH guarantees consistent processes and clear data structures. The process starts in Salesforce® CRM and continues seamlessly through SAE CPQ into the NETZSCH SAP® system.

When an order is placed the sales order and order confirmation are automatically generated with a single click via SAE CPQ.

All relevant technical and sales data, such as items, bill of materials, prices and texts, are also transferred to the SAP® system ensuring an efficient process.

NETZSCH GmbH & Co. KG



Industry:
Machine
engineering



No. of employees:
3,700+



Headquarters:
Selb, Bavaria



Network:
210 locations



Source: Netzsch GmbH & Co. KG

NETZSCH was founded in 1873 and had a turnover of 562 million euros in 2019.

The innovative family owned company operates worldwide successfully in the business areas of *Analyzing and Testing, Grinding and Dispersing* as well as *Pumps and Systems*.

➤ SAE Variant Management & CPQ Platform

Thanks to the CPQ from SAE our global sales now quotes fast and flawless. We submit quotes to SAP as orders with one click.

Anja Franzke, Head of Global Sales System at NETZSCH

SAE SOLUTION FOR NETZSCH

SAE value proposition



Solid
25 years in the market &
SAP® Silver Partner



Fast
100% project success rate
through skilled experts



Reliable
Highly functional APIs for a
consistent E2E process



Flexible
Intelligent platform with
seven smart add ons

Maximum efficiency without manual interventions

SAE Developer

Set up of product configurators including calculation as well as text and document management: Country specific and with intelligent release management.

SAE Sales

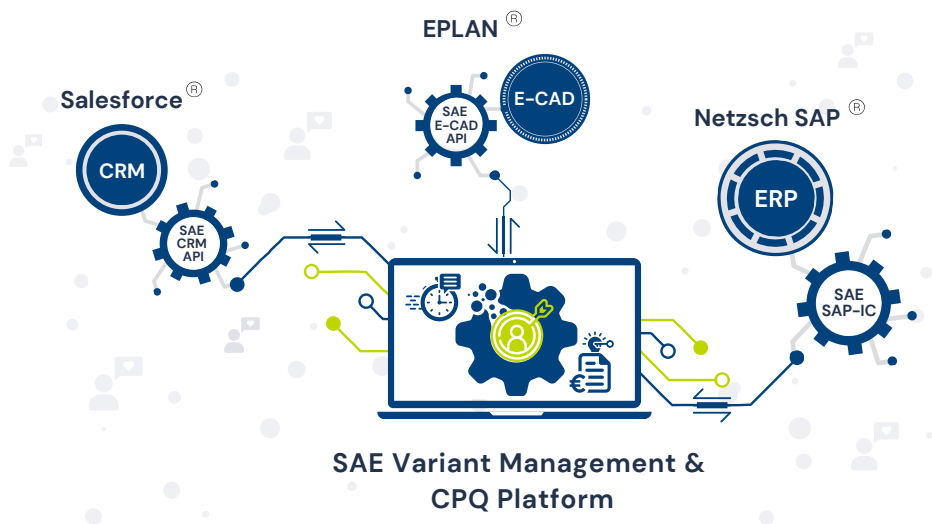
Fully integrated premium standard with a comprehensive dashboard providing a transparent quotation status.

SAE SAP-IC

The SAP-Interface Cockpit from SAE ensures seamless data exchange as well as consistent communication with SAP®, including automated order generation.

SAE APIs for CRM & E-CAD

Bidirectional data exchange from CRM right through to fully automated circuit diagram generation in EPLAN.



Key Benefits

Quoting quickly and convincingly worldwide



Relevant opportunity data is transferred from Salesforce to SAE CPQ with just one click. This allows sales teams to work easily and with high data quality.



The intelligent set of rules ensures that only valid variants or combinations are used. This guarantees the technical feasibility of the quoted systems and minimizes potential errors.



Only verified information is available to sales. As a result, country specific product releases and planned price adjustments are carried out easily and reliably.



Users have an overview of all relevant quotations with their current status and pending tasks. Quote versions, customer inquiries and order generation are thus effortless.

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