

SUCCESSFUL PARTNERSHIP

TRUMPF & SAE

Since almost 15 years TRUMPF relies on SAE CPQ for the worldwide sales of complex machines and systems

With the SAE product configurator, TRUMPF can ensure that all systems and machines are quoted correctly and attractively anytime and anywhere in the world.

The fast and error free quotations created worldwide, guarantee technical feasibility, contain correct prices, texts up to the current status and convincing product images.

If an order is placed, sales staff transmit the quote document as an order to TRUMPF SAP® with just one click - for maximum consistency and efficient processes, including configuration evaluations, bills of materials, prices, texts, etc..

By additionally using the SAE 3D CPQ add-on, TRUMPF enables sales staff to configure interactively in 3D and thereby impresses not only its own employees but also its customers.

With the SAE Product Finder, TRUMPF also provides leads and prospects with targeted information on the website and thus achieves a high level of product-customer identification right from the first contact.

TRUMPF SE + Co. KG



Industry:
Machine & plant engineering



No. of employees:
18,350+ worldwide



Headquarters:
Ditzingen



Network:
70 subsidiaries



Source: TRUMPF SE + Co. KG

For almost 100 years, TRUMPF represents quality, highly efficient processes and significant innovations in machine and plant engineering.

With a turnover of EUR 5.4 billion and over 70 operating subsidiaries, the family owned company is one of the world's largest providers of machine tools and laser units for industrial applications.

▶ SAE Variant Management & CPQ Platform

As a technology leader we also expect outstanding performances from our suppliers. SAE is a reliable partner for TRUMPF for more than 10 years and guarantees our worldwide sales success with the SAE CPQ.

Werner Laufer, Head of Corporate Supply Chain & Financial Solutions at TRUMPF

SAE SOLUTION FOR TRUMPF

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

Global customer proximity & efficient processes

SAE VM & CPQ platform

Country specific configuration extensions based on configurations in SAP® LO-VC along with maintenance of country pricing & fully integrated CPQ premium standard with dashboard for transparent quote 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 Product Finder

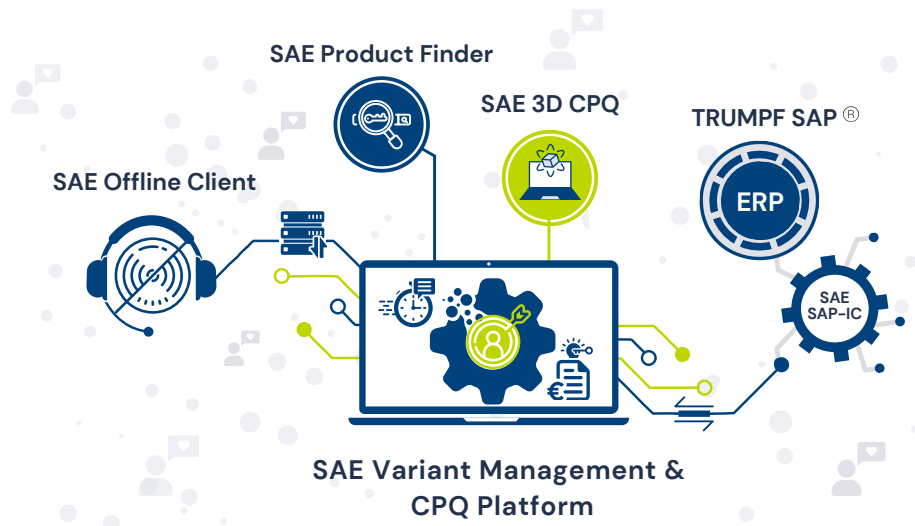
Fully integrated SAE CPQ add on for targeted provision of information during initial contact.

SAE 3D CPQ

Fully integrated SAE CPQ add on for interactive product configuration via digital twin.

SAE Offline Client

Fully integrated SAE CPQ add on for offline usage of the platform on the move.



Key Benefits

Digitalize sales, optimize processes, secure success



The SAE solution connects and centralizes all subsystems and applications. As a result, TRUMPF achieves a consistent system landscape and eliminates data silos.



SAE CPQ allows the perfect symbiosis of ERP, CPQ, CAD, CRM, PIM and DMS. The existing SAP® LO-VC relationship knowledge, pricing and customizing is imported into the CPQ platform at the touch of a button.



The SAE application works browser-based, but also has an offline client – as an add on – for traveling sales staff. This provides users with maximum intuitiveness and convincing usability.



The SAE platform with product configurator is now already being used by TRUMPF in its second generation. The training period is short due to the intuitive usability and the user acceptance is high.

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