



Sales and project planning of architecture and equipment systems with P'X5 from Perspectix

As e-business software for systems manufacturers, P'X5 simplifies the sales process in the challenging business area of providing solutions for architecture and equipment systems.

For the manufacturer, the application of P'X5 offers a host of improvements in sales- and project-planning processes, which will greatly enhance your success in the market.

Clear communication of the solutions portfolio

The P'X5 software suite combines comprehensive product information with automated business logic so that customer requirements can be quickly transformed into solution proposals. This applies particularly for products requiring detailed consultation. When engaging with customers you can extend the

visual understanding of your solutions portfolio with product catalogue searches and graphical configuration. This will increase your sales chances and win additional business from demanding clients.

Graphical layout of customised solutions

Customers don't buy parts lists or option lists; they want to find solutions. With P'X5, you can demonstrate to the customer your expertise as a systems provider using eye-catching representations of products and solutions. Thanks to the innovative 3D configuration with drag & drop interaction, P'X5 lets your employees accurately and efficiently create complex productsystems with spatial layout of modules and with installation planning in the customer's on-site context. The visually realistic solution is easy for the customer to follow at all levels of the selling process.

The key to success: sales-oriented software and a well- thought-out product knowledge base

Mastering complex products

With a high level of product variety, a wide range of different customer needs can be served. However, this represents a major challenge in proper execution. In addition, shortened innovation cycles are bringing new products onto the market more and more quickly. The powerful P'X5 Configurator technology permits an assured mastery of complex products. Order errors are avoided and expensive follow-up costs eliminated. Using the internet-based information distribution system in P'X5, new products are launched with minimal learning effort, so that your innovations can hit the market with shorter product lead times.

Technical calculations guarantee precision

The accurate design of certain products is based on complex technical calculations. These can be automated by P'X5. For example, calculations relating to freedom from collision, minimum clearances, maximum weight loads, voltage drops, electricity load, safety regulations or transport guidelines. In this way, you reduce routine work and guarantee technically validated offers.

Flexible, multi-lingual offer generation

Offers can be prepared to established standards in accordance with internal guidelines, or flexibly designed in free structures in line with offer specifications. The hierarchical offer or project structure contains individually configured products and services as parts lists with associated nomenclature and technical features. Thanks to multi-lingual text modules, offers can be generated quickly in a range of foreign languages. In addition to parts lists, documentation such as technical documents, drawings, installation guides and offer versions can also be attached to the offer structure.

Internet-supported project collaboration across company borders

With P'X5, project data can be synchronised across multiple sites using the web. Unnecessary repetitions, the divergence of document versions and the unintentional overwriting of stored data through the use of e-mail and shared file storage are eliminated. This means lean marketing and project planning sequences between the office team, sales team, national offices and partners, thanks to continuous information flow and rule-driven approval processes.

Unified support of all sales channels

The challenges of the global market call for a co-ordinated customer service system via a number of sales channels, so direct selling activities need to be co-ordinated via the internet in parallel with distribution partner activities and customer self-service. P'X5 is available as a powerful desktop application for the office-based professional, as a mobile application for the sales team and resellers, and as a web application for end customers. The data consistency offered by P'X5 between the various channels guarantees a seamless, unified sales approach.

Creation of powerful documents

With P'X5 you can produce professional-looking offer documents. Working papers for assembly and commissioning also benefit from the generation of graphic illustrations. In addition to hard copies, you can produce electronic documents in PDF or PDF 3D form at the touch of a button. The cost and effort of manually compiling offers, product documentation and the associated drawings can be dispensed with.

Perspectix –

Expertise and experience

Since its founding in 1996, Perspectix AG has continuously developed as a leading provider of software solutions for sales and technical project management of variant-rich products. Users of P'X5 benefit from experiences from complementary industries: mechanical and plant engineering, electrical engineering, and construction, storage and logistics systems. With its pioneering combination of sales optimization and product lifecycle management, Perspectix is a strategic technology supplier for renowned manufacturers and retailers, as well as a partner for leading IT companies.



Up-to-date customer information and real-time costing of offers

Customer master data such as contacts, company addresses and negotiated conditions are available in P'X5 synchronised from ERP or CRM. Based on projected costs, offers negotiated using rebate provisions can be costed out. Using real-time contribution margin statements, sales can be managed via margins.

Centralised sales management

With P'X5, you can set standards and rules in your sales process. Up-to-date information is guaranteed, along with data security, through the centralised management of offer project data on the P'X5 server. Using analyses, you can also obtain sales reports on sales activities with the P'X5 mobile application in the field sales team.

Logistics-oriented parts list generation for lean order processing

In addition to sales parts lists for customer offers, P'X5 generates ERP-oriented production parts lists for a seamless value creation chain in production & logistics chains. Material parts lists – and manufacturing processes as needed – can be automatically consolidated into logistical component groups based on rules, taking into account supplier, production, sub-assembly or transport interdependencies, and transferred to the ERP as an order.

Convenient user interface ensures operator productivity

The modern P'X5 user interface is user-friendly and easy to operate. The extensive utilisation of graphic 2D and 3D visualisations enables you to execute complex tasks quickly and efficiently without assistance.

Powerful tools for knowledge management

In the P'X5 authoring environment, product information relating to catalogues, calculation formulae, rules for installation logic and parts list generation can be applied via graphical editors. Your own expert staff from product and application development manage the relevant knowledge. Automatic tests safeguard the quality of the product knowledge base.

High level of IT integration and flexibility

The supporting of open standards such as XML, XSLT, SOAP and a range of file formats (DXF, DWG, JT, PDF) and interfaces to third-party systems such as ERP, CRM, PDM or CAD permit the seamless embedding of P'X5 into your existing process sequences and IT backbone systems. The modular composition of the necessary P'X5 functions enables the appropriate and progressive introduction of the P'X5 software within your firm.

P'X5 Applications for:

- Door, gate and window systems
- Wall, façade, ceiling and floor systems
- Electrical installation and lighting systems
- Shelving systems
- Workstation equipment and production facilities
- Furniture systems
- Laboratory and hospital equipment
- Shop fittings
- Exhibition stand construction equipment
- Restaurant & kitchen equipment
- Vehicle equipment