



Hagie

Hagie can produce detailed, professional looking quotations with a higher level of integrity.

Who is Hagie?

Hagie Mfg. is the industry's leader in providing the most innovative crop protection solutions.

Hagie's Challenge

Hagie needed a way to configure data that would integrate seamlessly with their Salesforce CRM platform and store all their quote data in one place. It needed to be easy to use, flexible and efficient, allowing them to modify the functionality as their business evolved.

Why Hagie Chose XaitCPQ®

Salesforce Integration

Having switched to Salesforce, a major consideration for Hagie in selecting a CPQ solution was XaitCPQ® seamless integration with the platform. Not only does the system offer a unified solution on one interface, it also enables Hagie to futureproof its CPQ, adapting business processes as their needs continue to change.

Calculation Engine

XaitCPQ® enables Hagie to store all its data, detailed product information and pricing rules in one place. The configuration engine means the team can produce product specific quotations efficiently and speed up the sales process. Any changes to the system's functionality now take just minutes instead of months.

Greater Confidence

Hagie wanted a user-friendly solution that was easy for the entire team to understand. The sales team can now immediately access drawings and information on Hagie products via one intuitive interface. The need for manual inputting has been eliminated, resulting in less chance of human error and a confident, happy team. Tenders utilizing the power of the database, puts them at the head of the class. Without having to do double the work.

"Above all else, XaitCPQ® seamless integration with Salesforce was of greatest value to our team. It saves time and makes life easier for us."

Dawn Hunt, Hagie



hagie.com



"We now have complete control over our CPQ system and can change the functionality ourselves in just minutes - with the security of the experts at XaitCPQ® on call if we need them."

Dawn Hunt, Hagie



hagie.com

Trusted Partner

As trusted CPQ professionals, XaitCPQ® was aligned with Hagie's specialist approach. They took the time to build a relationship with Hagie, assessing their needs and providing a dedicated support team with expert consultants. They identified Hagie's most complex elements early on and were able to assure them that the system could cope with their needs.

Benefits for Hagie

Product specific information

Deploying the XaitCPQ® solution has enabled Hagie to provide detailed information on their versatile product line and present the capabilities of their equipment in a customer specific way — rather than a "one size fits all" proposal. Importantly, all updates and changes are completed in-house, making Hagie self-sufficient.

Quick and accurate quotations

The speed at which Hagie can produce detailed, professional looking quotations has added another level of integrity to this trusted family business. XaitCPQ® has not only increased efficiency, it has also allowed for improved accuracy by eliminating the risk of human error. The result is increased confidence for the whole team.

Automated expertise

The engineering expertise needed for the specification of farm machinery is very in-depth. However, with XaitCPQ®, vital technical insight and expert knowledge has been captured and is applied automatically on-demand, allowing instant access anywhere, anytime.

Empowering salespeople

Thanks to the XaitCPQ® system, sales representatives can access in-depth product information in real time. This provides greater confidence, better business conversations, and the ability to help customers without any outside assistance or delays, making for a happy team with happy customers.



Become easier to buy from

Quickly and accurately price combinations of interdependent products and services.

Xait helps organizations with complex pricing options maximize revenue and drive cost and risk from their sales process.



[LEARN MORE AT XAIT.COM](#)

[SCHEDULE LIVE DEMO](#)