



Hepworth Group

XaitCPQ® reduced the average time for producing a quotation from half a day to twenty minutes.

Who is Hepworth Group?

Hepworth are world renowned British designers and manufacturers of windscreen wiping systems, washing equipment and associated control systems.

Hepworth's Challenge

Hepworth needed to produce a high volume of quotations quickly in order to move into new sectors within the marine and rail industries. They require automatically generated CAD drawings for products with a large number of permutations.

Why Hepworth chose XaitCPQ®

Calculation Engine

XaitCPQ® has enabled Hepworth to capture all of its product options and pricing rules within a powerful calculation engine. With the new engine in place, the team can produce fast quotations, and quickly make amendments. XaitCPQ® processes all the many permutations and options which are available, all of which previously required manual calculation.

Drawing Capability

Hepworth operates within industries that need precise details to be provided. Clients require accurate CAD plans and amendments, as they progress through stages of the design process - from prototype to final construction schematics. The drawing capability of XaitCPQ® transformed the quotation process by automating the creation of professional CAD plans, based on precise product configurations. Powerful Rules

XaitCPQ® defines global product rules and applies them in multiple ways, based on the individual requirements of Hepworth customers. Quote errors are eliminated by checking rules, and by preventing the selection of incompatible options. With XaitCPQ®, the sales team can easily produce quotations, without deep technical understanding of the product range and options.



"XaitCPQ® comprehensively met all of our business requirements. What impressed us most was where XaitCPQ® complimented the functionality of SAP Business One to provide a single platform for our core business processes"

Bert Thijssen, Sales & Marketing Director



b-hepworth.com



“The average time for completing quotations has reduced from half a day to twenty minutes, and quotation amendments from two hours to just a couple of minutes. The company’s capacity to grow sales has increased by a factor of twelve without adding to overheads.”

Bert Thijssen, Sales & Marketing Director



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Trusted Partner

For Hepworth the choice of XaitCPQ® was based on more than just a functional requirement. Their situation demanded CPQ professionals who understood the Company’s business rules. The XaitCPQ® experts were able to guide Hepworth through the construction of a bulletproof rules engine, and support their growth in the high-pressure rail and marine industries.

Benefits for Hepworth

Fast quotation system

The speed at which each quotation can be produced has directly impacted the capacity for Hepworth to grow. The intuitive interface and intelligent defaults instantly adopted by users of the system, quickly improved efficiency. XaitCPQ® reduced the average time for producing a quotation from half a day to twenty minutes.

Platform for growth

XaitCPQ® is easy to use for non-technical people. For Hepworth, with the new system in place, many of the tasks previously requiring a design engineer, draftsman or more experienced team member could now be completed quickly and accurately by internal sales staff. This removed the bottleneck that was restricting sales.

Empowering Distributors

With a worldwide network of over 20 agents and exporting to over 50 countries, Hepworth has a powerful global presence. By implementing XaitCPQ®, they upgraded the capability of their distributors - providing them with the ability to produce quick, accurate quotes with professional documentation and CAD plans.

Ease of administration

Hepworth supplies their products globally within industries that demand continual improvements in performance and engineering. This results in regular changes to product configurations and options. XaitCPQ® gave the team an ongoing ability to change rules within the CPQ engine, and seamlessly integrated with the existing SAP ERP system.



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.



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