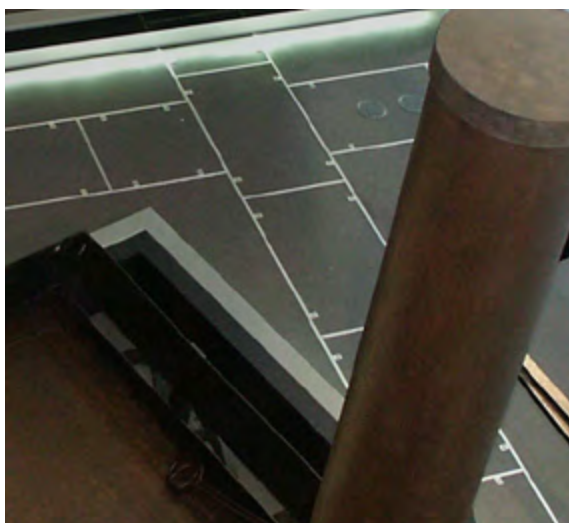


Howe Green

Howe Green increased the speed of new product releases and updates to the range by using XaitCPQ



"We needed something with flexibility so that we could change it quickly. XaitCPQ® is very quick. Some items that I need to change I can do in ten minutes."

Peter Centa, Managing Director



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Who is Howe Green?

Howe Green Floor Access Covers are trusted the world over to provide innovative, practical and economical solutions for accessing concealed under-floor services.

Howe Green's Challenge

Howe Green needed a system that had flexibility to be changed and modified by their team. The CPQ solution had to evolve in real time with their range of products.

Why Howe Green chose XaitCPQ®

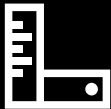
Product configurator

Implementing the product configurator transformed quoting for the team at Howe Green. Staff can now price any product correctly without the use of cumbersome spreadsheets. With XaitCPQ®, quotes are created quickly, and subsequent amendments take significantly less time. The team can operate with confidence safe in the knowledge that the system logically prevents errors in calculation.

Fast, easy maintenance

Howe Green need to make changes to the structure of the system quickly as their product range evolves. The simplicity of XaitCPQ® has made this possible, without incurring the cost of third party developers. For Howe Green, the ability to update the CPQ engine quickly is of great value, because new products can now be released in a shorter time frame. Ease of use

As a leader in a highly specialised sector, the Howe Green sales team are under constant pressure to deliver quotations in a correct and timely manner. They need technology to make their job easier. XaitCPQ® works in harmony with their demanding role, logically providing all of the information required at the right time, via an intuitive user interface.



"When we started off they walked us through every stage. Kevin was very good. We received as much support as we needed in the early stages and were up and running as quick as we'd hoped we would be."

Peter Centa, Managing Director



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Fast setup

For a global company implementing a new system presents risks. Mistakes can be costly. In partnering with XaitCPQ®, Howe Green benefited from a tried and tested approach to fast deployment. This met their expectation at every stage. The support of the XaitCPQ® experts ensured a safe transition from a highly bespoke software system, without loss of business.

Benefits for Howe Green

Flexibility to adapt

Moving to XaitCPQ® from an entirely bespoke software system, that was fully managed by an external company, was a transformation. It increased the speed of new product releases and updates to the range. The flexibility to adapt empowered the Company to react faster to changes in the market.

Cost savings

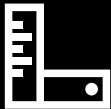
Using an in-house team reduced the cost of CPQ system changes significantly; when compared to working with a software contractor. Even greater value is derived from the team doing a better job. Howe Green understands their product range intimately and can better engineer the CPQ engine to their needs. It's a more efficient way to work.

Minimal disruption

Howe Green had clear expectations of how quickly the system could be ready for use. The XaitCPQ® experts worked closely with them at every stage of deployment to minimise disruption of day to day business throughout the transition.

Control and consistency

Before XaitCPQ® unwieldy spreadsheets formed the basis of calculations for large quotes. In most cases, a previous job, similar to the latest quotation requirement, would be copied and reworked for the new specification. The duplication and inconsistencies caused by the use of outdated product information from historical spreadsheets often caused errors. With the global control of a CPQ engine, Howe Green can calculate every quote from scratch in a fraction of the time, whilst ensuring consistency for every client, using the most up to date product data.



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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