



## QUICKLY AND ACCURATELY ASSEMBLE DEALS THAT MOVE EFFICIENTLY AND EXPEDITIOUSLY THROUGH THE PIPELINE

IgniteTech's SalesBUILDER provides unprecedented configuration software to give build-to-order and engineer-to-order businesses a competitive edge, setting the standard for product configuration and pricing solutions.

### COMPLEXITY WITHOUT COMPROMISE

For decades, companies have struggled with the balance between creating a robust, customizable product, and offering it simply and easily to customers. The two missions have long opposed each other — the more complex the product, the more difficult the product is to sell, and the more costs the company will endure in order processing, selling through channels and creating new products.

The benefits to offering customers choice — to creating a solution that is customizable and therefore complex — are significant. Product robustness creates a competitive barrier to entry. The solution will have market appeal if it is the most flexible and customizable version available. And the corporation producing the product can achieve leverage in advanced manufacturing processes, further separating itself from the competition.

### SALESBUILDER ENTERPRISE

IgniteTech's SalesBUILDER Enterprise helps companies with dynamic, configuration-intensive business models turn the complexity of their business into a competitive advantage by configuring their most complex products and solutions quickly and efficiently.

- **Quick, Efficient Configuration**  
Turn complexity into a competitive advantage by configuring products, solutions and bundles quickly and efficiently.
- **Accurate, Consistent Operations**  
Eliminate errors in opportunities, quotes and contracts while ensuring consistent pricing and discounting.
- **Optimized Sales Processes**  
Streamline the sales process with faster sales cycles and the opportunity to increase deal size through cross-sell and up-sell.
- **Complexity Made Simple**  
SalesBUILDER allows sophisticated knowledge to be represented in a robust sales system that's usable by all sales people, channels and customers themselves.

## SELL SMARTER — NOT HARDER

SalesBUILDER's patented technology has set the standard for configuration capability that no other software solution can approach. High-technology manufacturers, telecommunications, automotive industries and service companies have put the solution to the test, requiring engineering-level representation of products, multiple dimensions of optimization, simultaneous needs-driven and parts-driven configuration and the need for resource provision and consumption.

## PROVEN TECHNOLOGY

Working with SalesBUILDER, industry-leading companies have found away to offer complexity without compromise — customizability without costs. These companies have embraced configuration technology that allows sophisticated knowledge to be represented in a robust sales system — usable by all salespeople, channels and customers themselves.

## NEXT GENERATION CONFIGURATION SOLUTION

SalesBUILDER Enterprise takes enterprise sales to the next level, empowering your salespeople and channel partners to quickly and accurately assemble and price deals that move more efficiently and expeditiously through the pipeline.

SalesBUILDER's configurator performs critical operating functions, serving as the artery that pumps information between engineering, manufacturing, product marketing and sales. SalesBUILDER combines engineering rules, detailing how to construct a product, with manufacturing constraints on how to build it and marketing specifications on what should be sold. SalesBUILDER Enterprise delivers solution-selling capabilities to every customertouch point worldwide, with internet deployability and support for 86 languages.

## SALESBUILDER COPILOT

SalesBuilder CoPilot is a GenAI-powered assistant designed to simplify the product configuration process. It understands plain English, so salespeople can easily ask for product configurations that meet specific criteria. SalesBuilder CoPilot can also summarise complex product information into easy-to-understand points, proactively flag components that are not compatible, and suggest better combinations.



Empower your salesforce and channel partners to create custom product configurations for your most demanding customers.

## 12-Month Certified Platforms

OS Family	Operating System	Java
Windows*	Windows 7 (x86, x64) Windows 8 (x86, x64) Windows Server 2008 R2 (x64) and above	Oracle Java 8
Linux (64-bit)	Redhat Linux Enterprise Linux (RHEL) 6.4 Redhat Linux Enterprise Linux (RHEL) 7	Oracle Java 8

\*There is currently no plan to provide support for Windows 10.

## FOR MORE INFORMATION

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