Providing Solutions to Improve Business Processes™

World Leading Designer & Manufacturer Chooses iQuote™ for MFG/PRO®

Challenge

Laird Technologies, **a global user of the QAD® MFG/PRO ERP application**, is the world's leading designer and manufacturer of antenna, electromagnetic interference [EMI], telematics and thermal management solutions for the telecommunications, data-communications, computer, general electronics, network equipment, aerospace, defense, automotive and medical equipment industries. With revenue in the billions and manufacturing facilities in 17 countries around the world, Laird Technologies is truly a global organization with global Information Technology requirements.

Laird Technologies has an IT requirement to provide a global Sales Quoting maintenance solution for their global Sales Organization. The solution needed to be maintained in a centralized location in the US and provide anytime/anywhere access in the world, which meant that it needed to be a Web-based solution. The solution also needed to be tightly integrated with the MFG/PRO ERP solution to eliminate data replication and to take advantage of centralized MFG/PRO data which was being consolidated by Laird Technologies. Functionality of the solutions needed to include:

> *"It was critical to Laird that we have a sales quote tracking tool that is fully integrated to our QAD MFG/PRO system, is web-enabled and provides a quick and easy workflow to manage the sales quote process. In ISS Group, we found a partner who brings a wealth of QAD MFG/PRO knowledge as well as the ability to develop and deliver a system on time and within budget."*
>
> Todd Rumsey, CIO of Laird Technologies

❖ **Streamlined Sales Quote Creation utilizing MFG/PRO Master File data including Customer, Item, Pricing, Master Comments, Codes**

❖ **Creation of MFG/PRO Sales Order upon Quote Acceptance**

❖ **User Configurable Approval Routing Workflow**

❖ **Header and Line Item Comments and Attachments**

❖ **Audit Compliant History**

❖ **eMail Alerts**

❖ **Query Capabilities**

Solution

Laird Technologies chose ISS Group's iQuote Sales Quotation Maintenance solution. The iQuote solution will provide a centralized repository of Sales Quotes which were created anywhere in the world, and utilize a centralized pricing database to enforce pricing standards and consistency across the globe.

Further enhancements are planned to include integration with multiple pricing configurators, as well as integration with the Microsoft Dynamics Customer Relationship Management application.

Benefits

According to Todd Rumsey, CIO of Laird Technologies, *"Aggressive growth and business acquisitions have resulted in multiple, disparate sales quote tracking systems within Laird Technologies. This has hindered our ability to reduce lead times and analyze sales cycles enterprise-wide. It was critical to Laird that we have a sales quote tracking tool that is fully integrated to our QAD MFG/PRO system, is web-enabled and provides a quick and easy workflow to manage the sales quote process. In ISS Group, we found a partner who brings a wealth of QAD MFG/PRO knowledge as well as the ability to develop and deliver a system on time and within budget.*