A SINGLE APPLICATION CREATING A TRUE OMNI-CHANNEL STRATEGY

FPX's Experience Management Platform is pre-integrated with SAP hybris and SAP Cloud for Customer (C4C) so you can establish a single Configure-Price-Quote (CPQ) application across all sales and commerce channels without high-cost system integration.

Why do SAP customers choose FPX?

BECAUSE WE DEFINE THE OMNI-CHANNEL EXPERIENCE.

Front Office SAP CRM On-premise Application

FPX's Experience Management Platform transforms your sales force automation system into an optimized Quote-to-Order system with guided selling, proposal generation, contract management, eSignature, and renewal management

eCommerce SAP Hybris Solutions

Push the power of CPQ across all commerce channels to allow partners and customers to buy and sell smarter, quote better, and close faster.

CRM SAP Hybris Cloud for Customer

Activate your service channels to accurately estimate and quote complex professional services as well as optimize and automate contract renewals.

Back Office SAP Enterprise Central Component (ECC)

Leverage your back-office enterprise data across all front-office applications.

(ɣ) hybris

SAP. CRM

SAP ECC

C4C

FPX

FPX defines optimal Quote-to-Order processes as a central service within hybris ecommerce storefront, allowing you to deploy a true Omni-Channel Strategy. With a series of enhancements, FPX extends the capabilities of your hybris ecommerce solution and provides users with an experience that keeps them coming back.

For more information, contact us at FPX.com.

FPX

B2B eCommerce:

ARE YOU OFFERING YOUR CUSTOMERS WHAT THEY REALLY WANT?

According to Forrester, B2B ecommerce will be a $1.3 trillion industry by 2020*. More than just an "add-on" to your B2B business, a viable B2B ecommerce solution extends the reach of your organization to a continuously expanding customer base that expects a B2B experience from their B2B engagements.

Product-built to complement and extend the hybris ecommerce storefront, FPX's Experience Management Platform of applications is a high-powered cloud configuration solution that seamlessly optimizes complex product, pricing and configuration processes.

With FPX, enterprise organizations can enhance the ecommerce experience to drive customer loyalty, offer a true omni-channel solution to alleviate conflict with direct sales, and drive top-line growth by developing a strong presence in the B2B ecommerce space.

*B2B Ecommerce: A Trillion Dollars for the Taking, Forrester Research, Inc., July 26, 2016

Maximize your existing technology investments with seamless, productized integration to your SAP applications.

Whether you are focused on improving the quote-to-order process for your direct sales reps, indirect channels (for resellers and distributors), or your end-customers — FPX provides an Experience Management Platform of applications that addresses any and all buying and selling channel(s).

On-premise or in the cloud, the FPX application seamlessly transforms any business process spanning CRM and ERP, so your business can reach its limitless potential.

Discover how FPX can take your business farther by visiting fpx.com

hybris + FPX

- ✔ End-user Master Data Management
- ✔ Cloud Deployment
- ✔ Advanced Product Configuration
- ✔ Advanced Pricing & Discounting
- ✔ Comprehensive Workflow
- ✔ Product Configuration Comparison
- ✔ Proposal Generation
- ✔ Guided Selling
- ✔ Agnostic CRM Integration
- ✔ Contract Management
- ✔ Visibility into Quoting Activity
- ✔ E-Signature

Advanced Product, Pricing and Process Configuration:
Eliminate costly errors and inefficiencies while ensuring 100% accurate and optimized quotes. Anytime, from anywhere, users can produce optimal orders within minutes — rather than hours or days.

Up-sell/Cross-sell and Guided Buying/Selling:
Automatically recommend logical add-ons and bundles based on initial product selections to realize your full revenue potential. Enable your customers and channel partners to buy and sell exactly what they want as if guided by your best subject matter experts.

Dynamic Document Generation:
Generate professional and customizable quotes, order forms, contracts, agreements, proposals, order summaries and product material documents, containing elegant images of the order items, detail product information, and an eSignature option to recognize revenue faster.

Multi-Channel Enablement:
Source and consolidate disparate data from across your organization into a single omni-channel platform to drive the Quote-to-Order process across all selling and buying channels. Orders placed through hybris can update sales pipeline information in your CRM.

In-flight Quote Updates:
Receive automated updates to product, pricing and rules for all in-flight orders and quotes. No matter the state of the order, when your organization's data changes, users receive a notification and the in-flight order is automatically updated.

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