Configure Check Deliver "CCD"

Overview

This is a solution that tailors vehicles to check availability in a dynamic user-friendly interface for sales purpose. Based on characteristics such as exterior color, Interior color, body type, and model line, system shows vehicles. This data is then used to generate a list of vehicles that meet the customer's criteria. The customer can then select his favorite vehicle with any necessary customizations. This solution can be used by car dealerships, auto manufacturers, and other businesses to meet the specific needs of their customers.

Business challenges

Here are some key benefits that the solution help businesses to achieve, and major challenges it helps to overcome:

1. Huge data simplification, the main vehicle model is fixed while all other characteristics could be modified.
2. Easy access to specific characterized vehicle.
3. Dynamicity in characteristics determination, some could be fixed, others could be variable.
4. Flexibility in purchasing and sales processes prices, as long as each specification could be changed, the price could be difference and calculated based on entered details.
5. Line items in orders are compact, multiple vehicles with different colors are processed as one vehicle with different characteristic values.

Solution

1. Customer shows interest to purchase vehicle.
2. Sales person selects model, with all specific characteristics.
3. Sales person creates lead, and assigns model.
4. Sales person creates opportunity, and view modifications of the model.
5. Create quotation and complete sales process.