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Tailored products, quoted and built in one flow.

How OMInteractive uses Axolt CPQ and Axolt ERP to quote numerous combinations of devices, software and services — and turn each finalized sales order into manufacturing orders automatically.

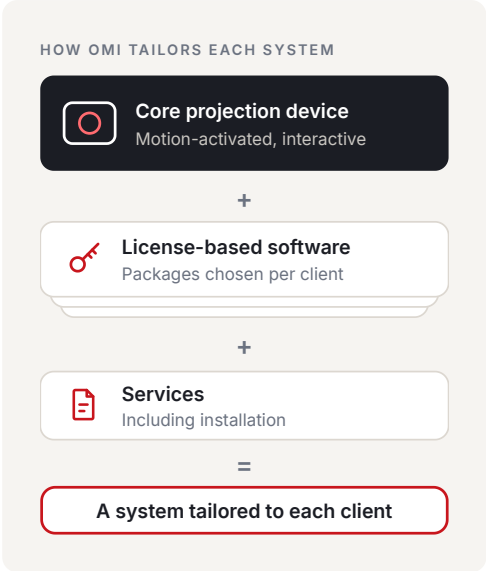
CUSTOMER	INDUSTRY	WEBSITE	SOLUTION
OMInteractive (OMI)	Interactive projection technology for health, care & education	www.omi.uk	Axolt CPQ & Axolt ERP

THE CUSTOMER

Interactive technology, tailored to every client

OMInteractive (OMI) has pioneered the design, development and supply of motion-activated interactive projection technology for the rehabilitation, care, health, learning disability and special education sectors.

OMI creates inclusive sensory products and immersive environments that engage and motivate people of all ages and abilities. Its core projection-based devices can be customized with a range of license-based software packages, so each client receives a system matched to its needs.



THE CHALLENGE

Flexibility that adds complexity

Tailoring benefits OMI and its customers — but every combination has to be quoted and built correctly.

01 QUOTING & SALES

Quoting numerous combinations

OMI tailors each system by combining core projection devices with license-based software packages. That flexibility benefits both OMI and its customers by optimizing licensing costs and reducing installation effort — but every quote has to reflect the right combination of products and services.

- Device + software combinations
- Licensing costs
- Installation effort
- Tailored quotes

02 MANUFACTURING

A process cycle for every combination

Combining license-based software with core devices would require establishing a manufacturing process cycle for each software combination — an approach that is cumbersome and prone to human error.

- Process cycle per combination
- Software installation
- Production complexity
- Human error

WHY IT MATTERED

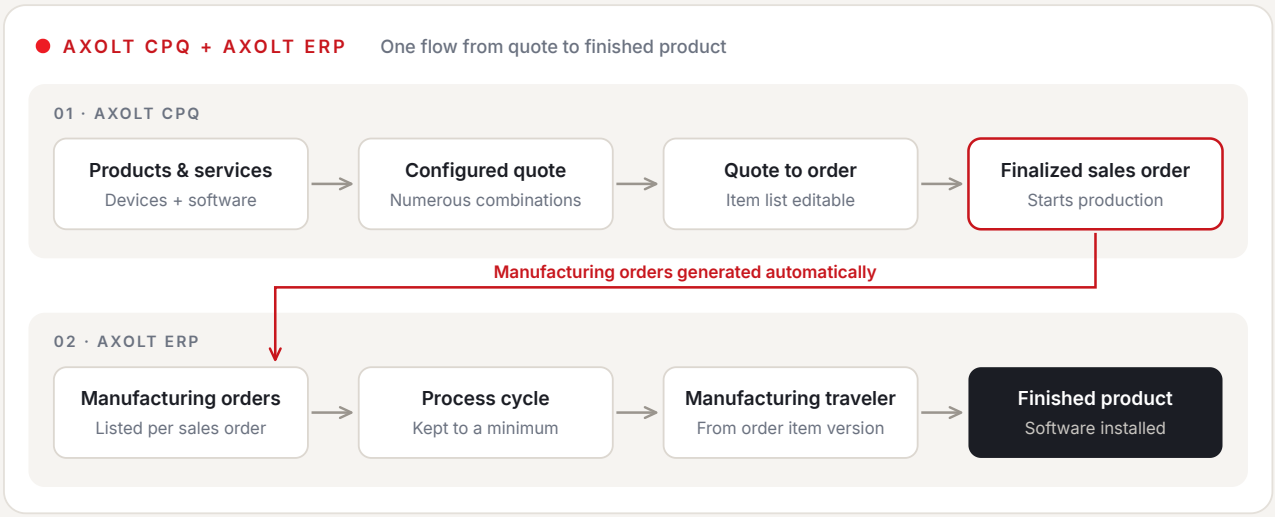
One flow from quote to build

OMI's value lies in tailoring each system. To keep that flexibility without multiplying production complexity, quoting and manufacturing needed to work from the same order, so that what is quoted and sold carries straight through to what is built.

THE SOLUTION

From configured quote to finished product

OMI uses Axolt CPQ to quote numerous combinations of devices, software and services, and Axolt ERP to turn each finalized sales order into manufacturing orders automatically. A manufacturing traveler derived from the order item version guides software installation for each finished product.



How an OMI order flows from quote to finished product. Simplified view of the capabilities in this story. Arrows show the direction of flow.

01 Configured quoting — AXOLT CPQ

Configured quotes
Quotes are built from numerous combinations of products and services.

Devices and software licenses
Core devices are quoted with the license-based software each client needs.

Quote to order
When a quote is converted to an order, the item list can still be modified.

Complimentary items
Value-adding items can be included at no extra cost to the customer.

Licensing and installation
Tailored quotes help optimize licensing costs and installation effort.

02 Order-driven manufacturing — AXOLT ERP

Automatic manufacturing orders
Manufacturing orders are generated automatically from the finalized sales order.

Minimal process cycles
The process cycle for each finished product is kept to a minimum.

Manufacturing traveler
Derived from the order item version, it guides software installation.

Built to the order
Each finished product includes the software its order specifies.

Less room for error
Order-driven production reduces complexity and the potential for human error.

THE OUTCOME

Flexibility for customers, simplicity in production

Connected quoting and manufacturing let OMI tailor every system without adding complexity.

Tailored quotes for every client

Axolt CPQ handles numerous combinations of devices, software and services when quoting.

Optimized licensing and installation

Quotes reflect the licenses each client needs, helping optimize licensing costs and installation effort.

Added value at no extra cost

Complimentary items can be added when a quote becomes an order, adding value for the customer.

Orders that flow into production

Finalized sales orders automatically generate the manufacturing orders needed to fulfill them.

Simpler manufacturing set-up

Process cycles are kept to a minimum instead of being established for every software combination.

Fewer opportunities for error

A traveler derived from the order item version guides software installation, reducing the potential for human error.

IN SUMMARY

Tailored systems, without the complexity

OMI's business depends on flexibility: core projection devices combined with the software licenses each client needs. Axolt CPQ quotes those combinations and lets OMI adjust the order, including complimentary items, while Axolt ERP turns each finalized sales order into manufacturing orders automatically. With minimal process cycles and a traveler guiding software installation, OMI offers tailored systems with less complexity and less room for human error.

Bring your business operations together with Axolt.

Discover how Axolt helps connect quoting, inventory, manufacturing, finance and operations.

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ABOUT AXOLT ERP

Axolt ERP helps small and mid-sized businesses bring their front- and back-office processes into a single system. Built on the Salesforce platform, it provides visibility across the supply chain — from supplier management, inventory, warehousing and scheduling to sales order management, delivery, and warranty and support. It is particularly suited to retailers and manufacturers looking to work more efficiently, reduce costs and make it easier for customers to do business with them.

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