

Sensei Digital to Showcase Connected 3D Design, Pricing and CRM Technology at Shed Builder Expo 2026

Sensei will demonstrate how its platform helps shed dealers simplify design, automate pricing, manage leads, and move customers from configuration to close.

WINSTON-SALEM, NC, UNITED STATES, August 26, 2026 /EINPresswire.com/ -- [Sensei Digital](#) will showcase its connected suite of 3D design, pricing, and CRM technology at [Shed Builder Expo 2026](#), giving shed builders and dealers an opportunity to see how modern digital tools can bring more of the sales process together.



Built specifically for the shed and portable building industry, Sensei Digital combines visual building configuration with sales and customer management tools in one platform.

At the center of it all is Sensei Digital's [3D configurator](#), which allows customers and sales teams to view, customize, and interact with a structure in real-time. This gives buyers a more visual way to explore different configurations and helps sales teams present customized buildings and quotes.

This platform also connects the configuration experience with pricing and CRM functionality, keeping customer information and sales activity tied to the buildings being designed and quoted.

Connecting Design and Sales

For shed dealers, the ability to show a customer what they're buying is only one part of the sales process. Once a building has been configured, businesses still need to manage pricing, customer information, follow-up, quotes, and orders.

Sensei Digital places them all under one umbrella.

A salesperson can use the 3D configurator to build a customer's desired structure, work through available options, and move that information into quoting and down payments through the broader sales workflow. By connecting building configuration with customer and sales data, Sensei Digital helps reduce the need to move information manually between separate systems.

That connected approach can provide businesses with greater visibility into where customers are in the buying process while giving sales teams access to the information they need to continue the conversation.

Pricing Built into the Sales Experience

Pricing is another critical component of selling configurable buildings. Shed prices can change based on dimensions, materials, doors, windows, colors, roofing options, upgrades, and other building specifications. Managing those variables manually can create additional work for sales teams and make it more difficult to provide customers with a consistent buying experience.

Sensei Sheds is designed to connect configuration and pricing so that the building being presented to a customer remains tied to the sales information surrounding it. This gives dealers and builders a technology framework for presenting building options while managing the information necessary to move a potential customer toward a purchase.

A CRM Designed Around the Building Sale

Sensei also incorporates CRM functionality designed for businesses that sell configurable structures. Customer relationships in the shed industry do not always follow a simple retail transaction. Customers may request multiple configurations, compare options, require follow-up, or take time to make a purchasing decision.

A CRM designed around this sales environment can help businesses keep track of leads, customer conversations, quotes, and sales activity without separating that information from the products being discussed. By bringing CRM capabilities together with the 3D configurator and pricing tools, Sensei provides sales teams with a more complete view of the customer journey.

Designed for Builders and Dealers

Sensei Sheds is built around the specific challenges of selling sheds and portable buildings.

The platform is intended to help businesses replace fragmented sales processes with a connected digital workflow while providing customers with a more interactive buying experience.

At Shed Builder Expo 2026, attendees will be able to explore how the different components of Sensei Sheds work together, including:

1. 3D Building Configuration: Create interactive representations of customizable sheds and portable buildings.
2. Connected Pricing: Tie building configurations and selected options to the pricing process.
3. CRM: Manage leads, customers, sales activity, and follow-up in a centralized system.
4. Sales Management: Keep configuration and customer information connected throughout the sales process.
5. Order Management: Carry relevant information forward as a sale progresses toward fulfillment.

Experience Sensei Sheds at Shed Builder Expo 2026

Shed Builder Expo 2026 provides an opportunity for industry professionals to see how technology is changing the way portable buildings are marketed and sold.

Sensei Digital's presence at the event will focus on demonstrating how connected technology can bring together three critical elements of the modern shed sale: what the customer wants, what it costs, and who is buying it.

By connecting 3D design, pricing, and CRM functionality, Sensei Digital is giving shed builders and dealers a technology platform designed to support the entire sales conversation rather than just one part of it.

Attendees looking to streamline their digital sales process can visit Sensei Digital at Booth 1711 during Shed Builder Expo 2026, taking place September 23–24, 2026, in Knoxville, Tennessee, to see the platform in action and explore how its connected tools can support their sales workflow.

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