

Quote with confidence

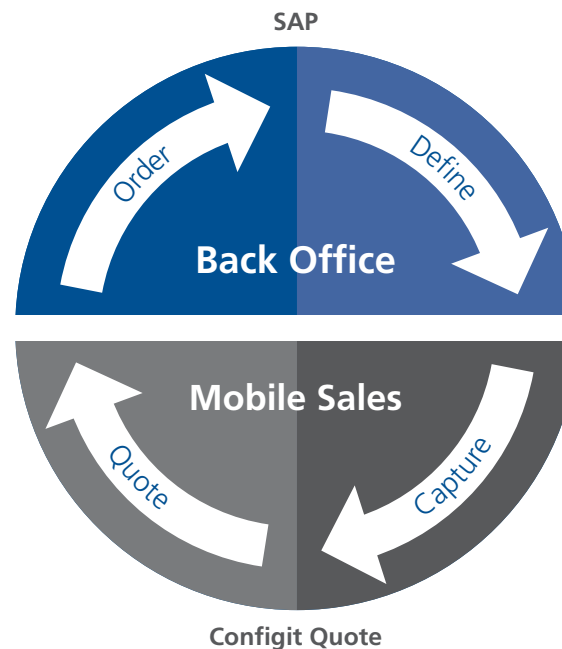
Configit Quote for **SAP**



Configit Quote makes it fast and easy to create correct sales quotes

Quote tool for complex products and services

Configit Quote is designed for sales professionals in organizations where manufacturing uses SAP LO-VC. Configit Quote is available offline and always carries a snapshot of options, rules and prices from your SAP system. Using the latest user interface technology from Microsoft these snapshots are distilled into an appealing and indispensable application for quick, correct and professional quoting.



*Firms enjoying Best-in-Class performance are up to 3.3 times as likely to use integrated sales and product configurators compared to industry average.

Source: Tailoring Products to Customer Preferences – Configuring Profits to Order, March 2008, Aberdeen Group

Imagine putting an end to flawed specifications, prolonged sales cycles and costly write offs. Certainly key challenges in an industry where best-in-class players invest in integrated sales configurators*. Many of these challenges are linked to the obstacles that sales professionals are facing when quoting complex products or services.

The use of spreadsheets, catalogues or forms is common, and with sales tools that are disconnected from the real product definitions in SAP it is obviously difficult for sales to leverage the full manufacturing capability and ensure correct configurations and pricing.

Typically, sales professionals frequently have to consult with back office colleagues and product experts. Evidently this will prolong the sales process and introduce bottlenecks and misunderstandings. With Configit Quote sales professionals are confident that they have access to all the product information, product rules and pricing they need to quote the optimal match between customer requirements and your company's capability.

The power of SAP and the usability of Microsoft

All too often SAP and the models built in the Variant Configurator are only used in isolated parts of the organization. Demands for usability, availability offline on laptops and easy deployment has made it too impractical and costly to expand the footprint of SAP-VC. Configit Quote now gives you the best of both worlds. Configit Quote extracts the product model and data from the SAP Variant Configurator and makes it available in a user interface very similar to Microsoft Outlook™.

Use SAP VC in a user interface very similar to MS Outlook™

Competitive advantage through efficient quoting of configurable products

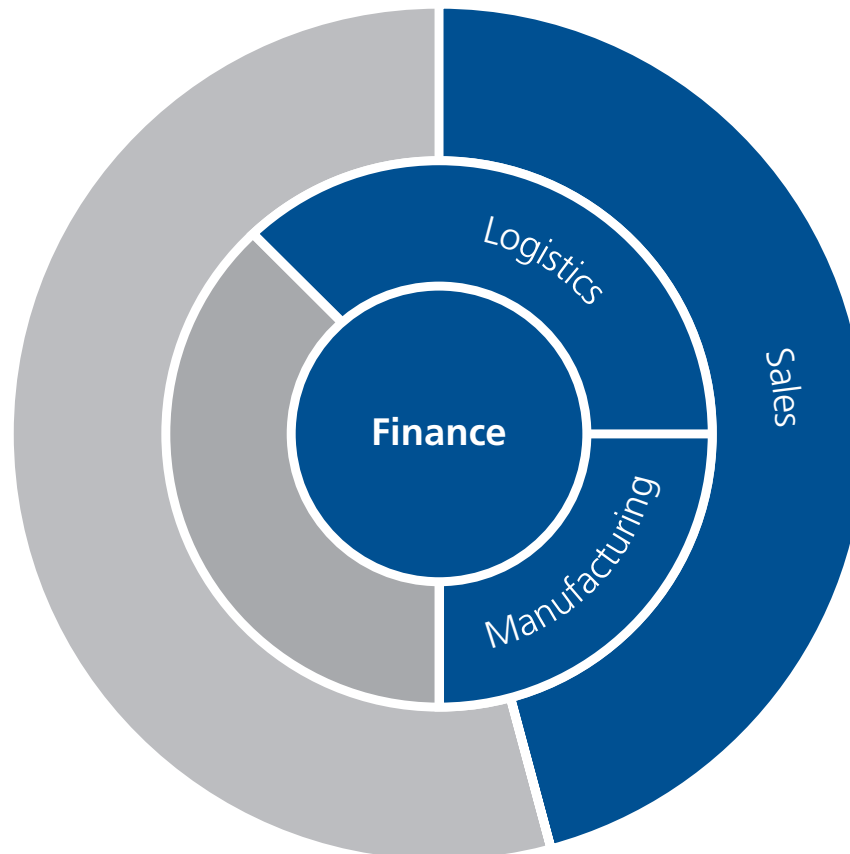
An efficient sales force that consistently matches customer requirements by quoting optimal configurations of your configurable products is a deciding factor in a highly competitive global market.

Increase the performance of your mobile sales team

Sales professionals become more autonomous as they confidently leverage SAP-VC to capture customer requirements on-site on their laptop. A dedicated and easy to use quoting application for sales provides permanent access to products, rules and pricing. The result is a faster, more efficient and consistent quoting process and a significant reduction of errors, omissions and reiterations of the quote.

Capture customer requirements anytime and anywhere – and transfer them to SAP

Configit Quote supports all stages of the quoting process. An unbroken progression from capturing of customer requirements and providing budgetary quoting to the automatic creation of the quotes and orders in SAP ensures consistent handover from sales to manufacturing.



Configit Quote increases the footprint of your SAP system. The solution enables your mobile sales force to generate SAP quotes by running SAP-VC offline in an application very similar to Microsoft Outlook™

This provides the freedom to focus on the sales task at hand without worrying about technical errors in the quote. Sales professionals can quote on the fly with important product knowledge readily available from Configit Quote.

Increase your profits by reducing cost of sales and winning larger deals

The quote process is simply a lot faster and the number of tasks and people involved in each deal is reduced. This means shorter sales cycles and improved win rates as you quote your full manufacturing capability leading to increased sales with the same head count. You can also expect a drop in flawed configurations and reduced order lead times. Consequently, profits are likely to increase.

Increase the footprint of your SAP system – Fast

By working seamlessly with SAP and offering an alternative interface you may reach more of your user base and thereby increase return on your SAP investment. Configit is part of the SAP PartnerEdge program and Configit Quote constitutes a secure and non-intrusive extension of your existing SAP system. Easy to deploy with an intuitive and appealing user interface Configit Quote ensures fast user adoption and very low training costs.



Designed for sales professionals

A customer quote

“Netstal’s introduction of new complex products with a large number of variants made it impossible to create and maintain paper catalogues. We needed a strong mobile sales configurator that was easy to use for the sales force while keeping our existing SAP application flow intact. Configit Quote turned out to be the obvious choice. It is very user-friendly with modern look and feel. Most impressive, however, is Configit Quote’s ability to capture and use the SAP variant configurator outside the system and to feed quotes back into SAP. The tool ensures consistency and leaves our business processes unbroken. Configit Quote has given us much shorter sales cycles and a considerable drop in flawed machine specifications”.

Robert Isler, CIO, Netstal



Options, constraints and
prices extracted from SAP

Up to date and at your fingertips

Quoting

- WYSIWYG quotes
- Options, constraints and prices are always updated
- Collaborative quote creation
- Guided configuration
- Multiple price books
- Support for Engineer-to-Order specials
- Controlled flexibility of discounts and price adjustments
- Annotation of SAP VC models for sales

SAP

- SAP Automatic online synchronization
- Uses SAP data with no double maintenance
- Quotes are created directly in SAP

Implementation

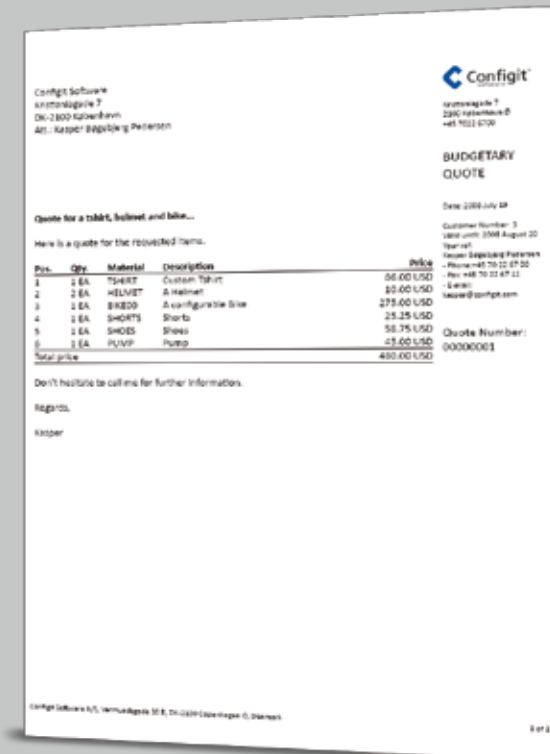
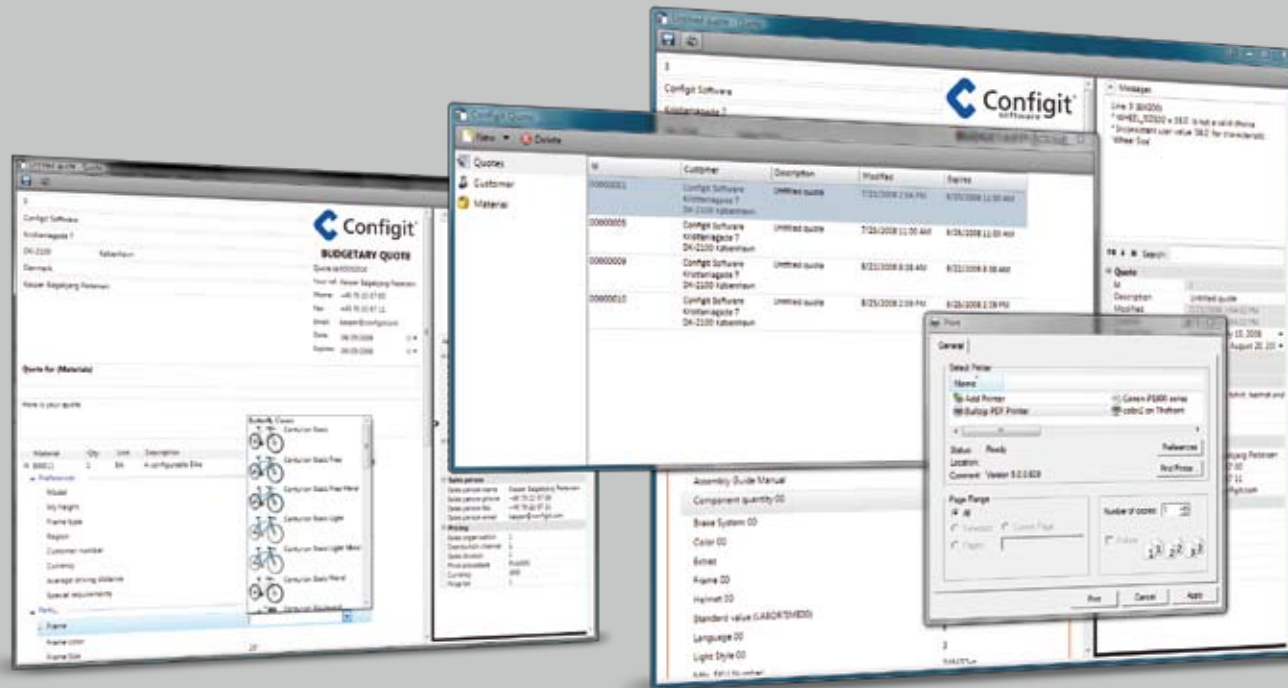
- Out-of-the-box product and integration to SAP
- One day initial implementation possible
- Fast training and quick user adoption

User experience

- User interface using Microsoft standards
- Runs standalone on laptop
- Requires a minimum of data entry to create a quote

Extractor

- Extraction of SAP Variant Configurator functionality and data
- Debugging and test of SAP VC product model



Configit Quote is developed and sold by Configit A/S

Configit is member of the SAP PartnerEdge programme. Headquartered in Copenhagen and with a branch office in Palo Alto Configit has more than 10.000 users in more than 50 countries. The core technology in the software is based on more than 10 years of research in constraint solving and formal verification of hardware and software.

Customers include: Grundfos, Netstal, Vestas, Schneider Electric Power Drives, LEGO, Psion, Novenco, Wirsbo, Lindab, Skako, Comessa, DHI Water & Environment, Dantherm Filtration, Arla Plast, SCAM Trucks, B&G Fencing, Winnie Paper, Danfoss, Logica and CCI Europe.

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