

METIS^{TM(p)}
Smart Modeling



METIS^{TM(p)} Smart Modeling makes it possible to model even the most complex products and services

METIS Smart Modeling is designed for companies dealing with configurable products and services. METIS Smart Modeling is a powerful platform for defining product variants. It offers a broad variety of tools making life as a product manager and product modeler as simple as possible.

Where complexity generates non-conformance costs

Today, even if most companies have successfully deployed an ERP platform, they are still facing the challenge of having inefficient configuration support for their complex products and services. There is a need for adequate tools which could make the maintenance and distribution of product knowledge to the various user categories easier and less expensive.

The result is that selling and quote designing is faced with difficulty in describing and analyzing all the product variants while delivery is challenged with non-conformance costs. In other words, sales professionals have difficulty in getting orders right and the service staff struggles with incomplete, missing or wrong deliveries.

What precise product and service definition means

At the heart of the problem is a lack of a precise product definition answering such important questions as:

What options are available? How do they relate to each other? Which options should be used for fulfilling a particular customer's requirement? How are variants priced? Which other variants might meet customer expectations? What are their strengths and their weaknesses? Which core products can be used in this situation? And lots and lots of other questions.

METIS Smart Modeling makes it possible to build precise product models capturing all of the business logic related to the product.



There is no return on designing expensive quotes

Quote design generates significant costs and increases the SG&A* weight. For most companies, there is no compensation for designed quotes. Raising the hit rates may help better absorb such efforts, but at the end of the day, there is only one path leading to effectiveness: managing and decreasing complexity while gaining precision.

* SG&A: Selling, General and Administrative Expenses

How models significantly improve competitiveness. The short case study.

Siemens Enterprise Communications provides unified communication encompassing LAN, servers, PCs & Laptops, Software licenses, switches, routers, management platforms as well as lifecycle and professional services.

In such a heterogeneous environment, where each product and service sold to customers may be compared to a puzzle piece, the ability to make profit heavily

depends on Siemens' design and execution reliability. Wrong estimates and oversights immediately impact the project profitability.

Moreover, in most cases product and service know-how is distributed in the organization, making quote reviews and verifications very expensive. Sales professionals frequently have to consult with back-office colleagues and product experts.

Evidently this prolongs the sales process and introduces bottlenecks and misunderstandings. Inevitably, these kinds of repetitive tasks lead to oversized processes and staffs.

METIS Smart Modeling makes sure that Siemens' quotes are reliable. No need to double check.

Based on general information entered by sales professionals or back-offices designers, the product and service models manage and optimize the risks, the variants, the options, the availability limits, the price schemes, the costs, the experience, etc. METIS Smart Quotes will consider the right amounts of software licenses, the right server sizes, the correct time requested for building, maintaining and operating the environment. Moreover, these needed skills will be taken into consideration.

Getting solutions from the product models with configurators

Once defined in METIS Smart Modeling, the product and service models are immediately available for sales and service professionals through the powerful sales tool METIS Smart Quotes. Furthermore, they can be used throughout the organization as a key resource whenever questions about the products have to be

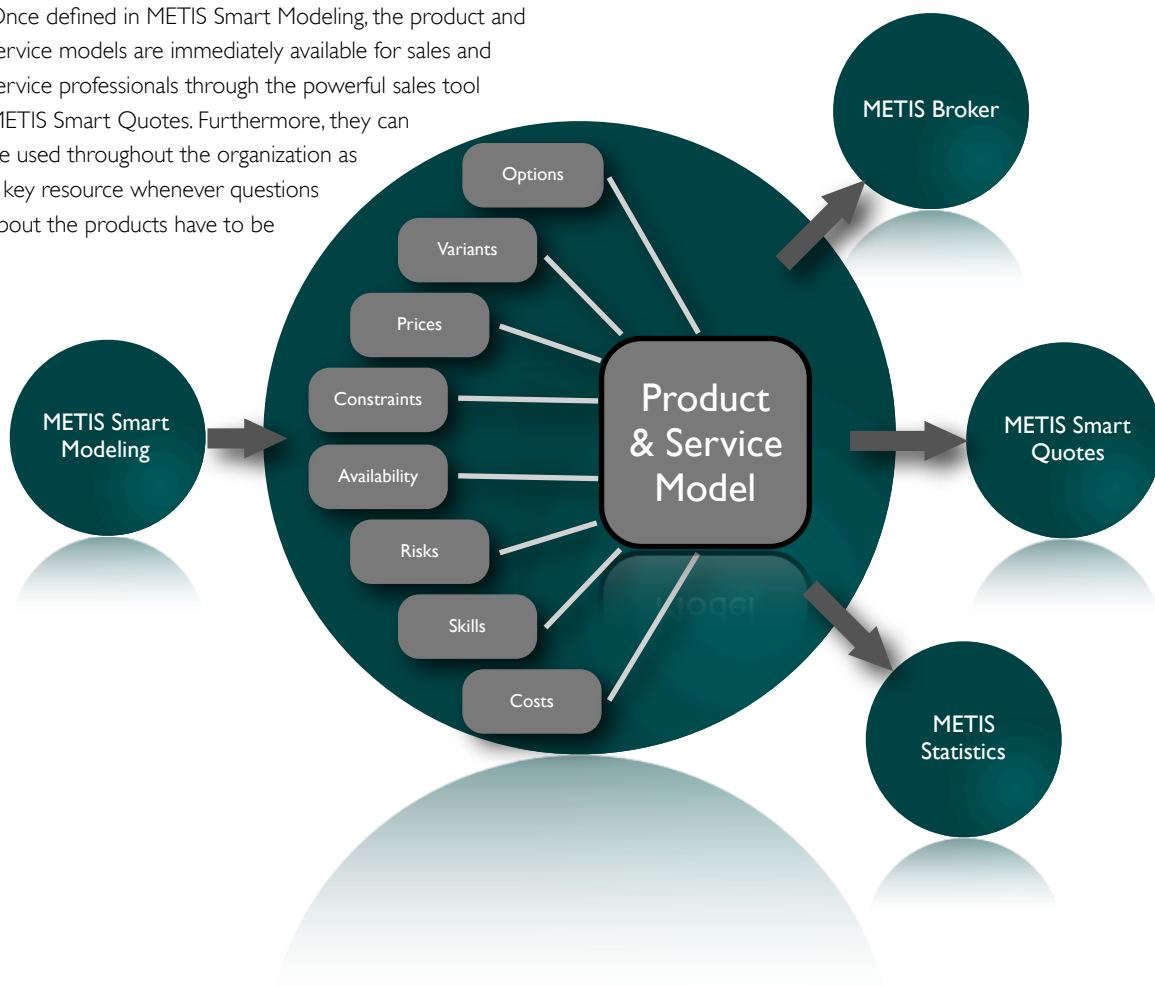
answered.

METIS extracts the product data from the ERP (e.g. SAP, MS-Dynamics™, etc.) and makes it available in a user interface very similar to Microsoft Office™ or in a web interface.

METIS Smart Modeling includes both a standard and an advanced product configurator allowing the creation and interaction with the models in a simple and intuitive user-interface that can be used by anyone after very little training.

Speeding up while decreasing complexity

By decreasing complexity through product and service modeling, companies using METIS Smart Modeling make sales professionals, partners, resellers, field service staff and manufacturing much more effective while they promote products and services. Models significantly speed up the sales process and reduce non-conformance costs.



Easy and intuitive modeling

METIS Smart Modeling offers a very intuitive user interface where constraints can be expressed and the sequential execution of rules can be set up.

Models used as independent objects

Models can be standalone and can be saved or compiled as XML objects and reused within other models.

Testing, simulations and debugging

METIS Smart Modeling encompasses a powerful analysis and debugging tool offering effective debugging facilities as well as a test framework allowing for regression tests. All this gives product managers confidence in knowing the models are correct before they are released for use.

Simple or advanced price calculations

The built-in calculation capabilities model simple or complex calculations like price, dimensions or other potentially necessary criteria.

One model, many platforms

Once a model is defined in the METIS Smart Modeling, it can be deployed on all of the supported platforms making it possible to reuse the same product and service models for internal intranet solutions as well as online internet and offline pc-based solutions. Thus, METIS Smart Modeling can run client-based offline or server-based online. No double maintenance of information is required.

Team development

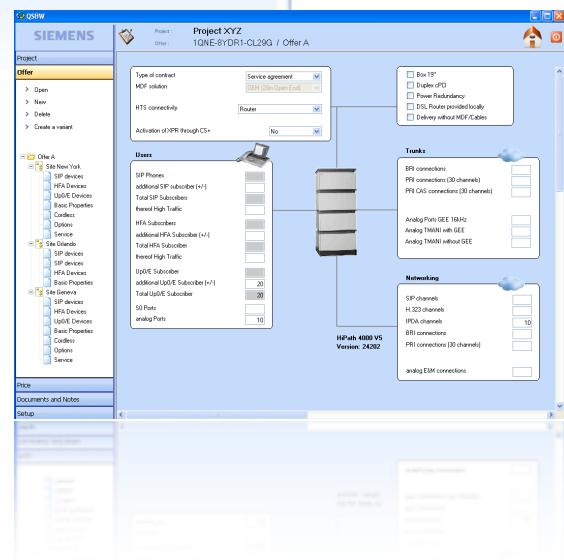
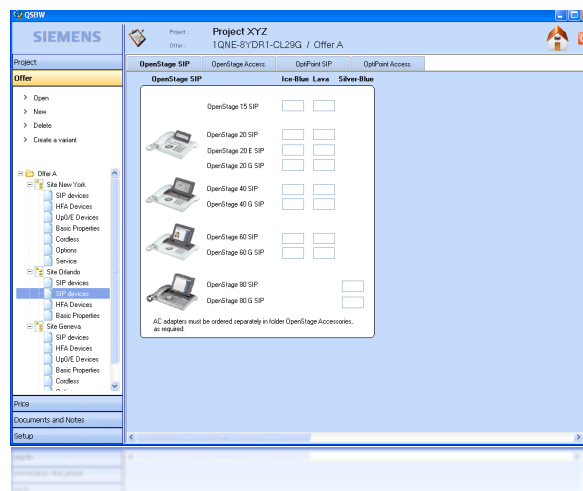
METIS Smart Modeling actively supports collaborative work.

Multi-language

METIS Smart Modeling has built-in support for multiple languages (including Chinese and Unicode) allowing all texts in the application and models to be multi-lingual.

Include pictures

Pictures, videos and all kinds of documents can be linked to all elements of the product model and used in METIS Smart Quotes or via METIS Broker.



"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

SIMPLICITY

More than 200 companies worldwide use our products

METIS product family is developed and sold by Xpert Group, Inc.

Xpert Group is headquartered in Givisiez, Switzerland. Xpert has more than 6,000 users in 20 countries.

Top 500 fortune companies using our products: Siemens Building Technologies, The Gores Group, Swisscom, Sunrise, IBM, BT.

For more information

Please contact your Xpert Technologies representative or visit: xpert-technologies.ch/solutions/metis



© Copyright Xpert Group, Inc. 2010

Xpert Technologies SA
Rte André Piller 33a
CH-1762 Givisiez
Switzerland

Printed in Switzerland

04-10

All Rights Reserved.

Xpert Technologies and the METIS logo are trademarks of Xpert Group in Switzerland, other countries or both. All other company or product names are registered trademarks or trademarks of their respective companies.

For more information, visit xpert-technologies.com/solutions/metis

R E L I A B I L I T Y