



METIS^{TM(p)}
Smart Quotes



METIS^{TM(p)} Smart Quotes makes it fast and easy to design reliable sales quotes for complex products and services

METIS is designed for sales professionals and back-offices in organizations where quotes are time consuming and encounter complexity and risks (e.g. non-conformance costs). METIS Smart Quotes is available on and offline and contains snapshots of options, rules and prices from your ERP system (e.g. SAP, Microsoft DynamicsTM). Using the latest user interface technology from Microsoft and Apple*, these snapshots are distilled into an appealing and indispensable application for quick, reliable and professional quoting.

* mobile clients available soon on iPad



Where complexity generates non-conformance costs

Imagine putting an end to inaccurate quotes, speeding up the bidding process and significantly decreasing non-conformance costs. These are 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 face 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 ERPs, it is obviously difficult for sales professionals to ensure correct configurations and pricing and leverage the full manufacturing capability.

Frequently, sales professionals have to consult with back-office colleagues and product experts which obviously prolongs the sales process and can introduce bottlenecks and misunderstandings.

With METIS Smart Quotes, sales professionals and back-office designers can be confident that they have access to all of the product information, product rules and pricing they need to quote the optimal match between customer requirements and their company's portfolio.

METIS^{TM(p)} Smart Quotes

Businesses today have the challenge of needing to do more while coping with less. In addition, increasingly complex business problems have to be solved faster than ever before. Proactivity is needed amid huge volumes of expanding business content, a wide variety of content types, hundreds of dynamic business processes and unending regulatory and technological challenges.

The good news is by weaving together your valuable content through smart configurators, you can significantly decrease complexity and deliver the right information at the right time every day, so that everyone—across your organization—has what they need to make the right decisions.

* 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.



Leverage, optimize and manage

How much effort do organizations invest in managing the complexity of their products and services? How can they make sure that they keep managing expertise while the people needed for mobility increases? METIS Smart Quotes' powerful modeling architecture drives and assists sales forces and back-offices while they design simple and complex quotes. Besides benefitting from accuracy and quotation speed, your company will find that it is able to significantly reduce non-conformance costs..

All too often ERP and the models built in the available variant configurators (e.g. SAP-VC) are only used in isolated parts of the organization. Demands for usability, offline availability on laptops and easy deployment has made it too impractical and costly to deploy. METIS Smart Quotes now gives companies the best of both worlds.

In addition, it will enhance the usual sales KPIs* offered by traditional sales management tools (e.g. Salesforce) with realtime snapshots of quote content. The company's business forecast doesn't only rely on weighted prospects, it offers effective analyses and helps executives in steering the sales process long before final quotes are delivered to customers.

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

* Key Performance Indicators like: weighted pipeline, orders on hand, orders, revenue, etc.

SIMPLICITY

RELIABILITY

Competitive advantage through the efficient and reliable quoting of configurable products and services

An efficient sales force that consistently satisfies customer requirements by quoting optimal proposals of configurable products and services is a deciding factor in a highly competitive global market.

Increase the performance of mobile sales team

Sales professionals become more autonomous as they confidently leverage METIS Smart Quotes to capture customer requirements on-site on their laptops. This dedicated and easy to use quoting application for sales professionals 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 your ERP

METIS Smart Quotes supports all stages of the quoting process. It helps capture the customer requirements and transforms them into budgetary quoting, final quotes and orders which are stored in the company's ERP ensuring consistent handover from sales to service.

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 METIS Smart Quotes.

Profits increase by reducing sales costs and winning larger deals

The quote process is simply a lot faster and the number of tasks and people involved in each deal are reduced. This means shorter sales cycles and improved win rates leading to increased sales with the same head count. Companies using METIS can also expect a drop in the number of flawed

configurations and reduced order lead times. Obviously profits are likely to increase while the sales process speeds up.

In addition to the usual KPIs, the sales force is steered content wise

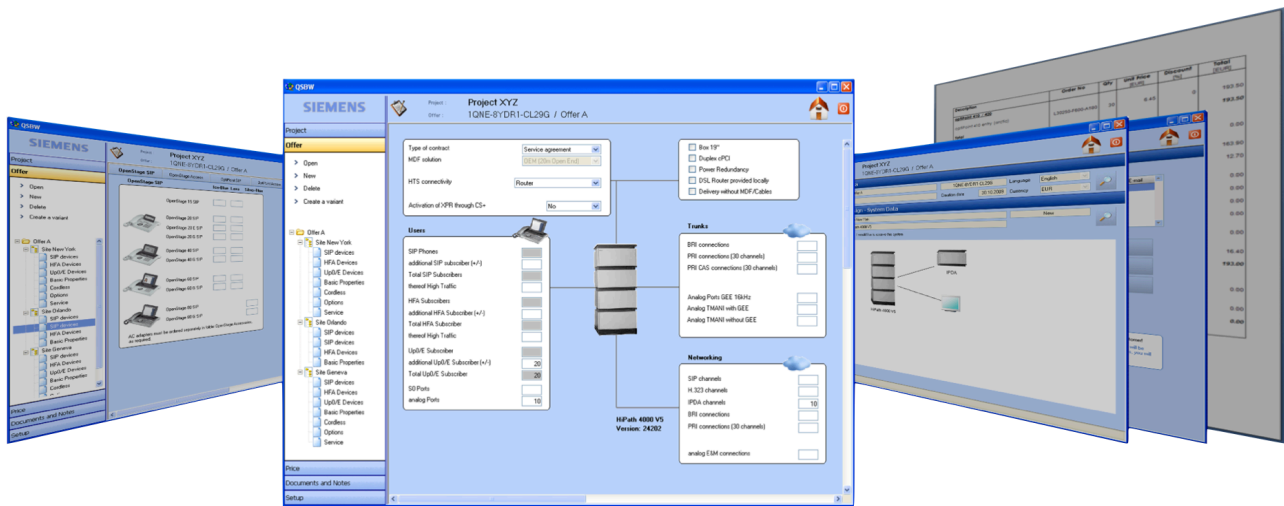
METIS offers real-time access to much more than just weighted forecasts, it extends usual KPIs with content helping companies to align daily operations with strategy. Thus, users remain informed at all times of how their quotes evolve over time. Rules



may even be directly influenced live in case different parts of a portfolio need to be fostered.

Expand the footprint of your ERP system – Fast

By working seamlessly with the most used ERP systems and offering an alternative interface, more of a company's user base is reached, thereby increasing return on the ERP investment. METIS Smart Quotes constitutes a secure and non-intrusive extension of an existing ERP system. Easy to deploy with an intuitive, flexible and appealing user interface, METIS Smart Quotes ensures fast user adoption and very low training costs.



Up to date and at your fingertips

Quoting

- Options, constraints and prices are continually updated
- Guided configuration
- Multiple price books
- Controlled flexibility and policy of discounts and price adjustments
- Collaborative quote creation

ERP

- ERP Automatic online synchronization
- Uses ERP data with no double maintenance

Implementation

- Out-of-the-box product and smooth integration
- 6 month initial trial possible
- Fast training and quick user adoption

User experience

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

Licensing options

- Annual volume license available
- Enterprise license program available
- Single license and bundles available



"It was less complicated to sell U-Boats than our products and services" – By simplifying, Siemens Enterprise was able to save more than €100 million within 1 year.

-- Jim O'Neill, CEO, Siemens Enterprise Communications

Financial Times Germany 05/18/2009

SIEMENS

Building Technologies

CKWconex*

THE GORES GROUP
SIEMENS

"The Global Competitiveness silver medal has been awarded to the PCT-QS deployment project."*

Siemens top+ 2007

*QS stands for QuickSales

More than 200 companies worldwide use our products

Your enterprise environment and the surrounding global market is moving faster and faster. You need to be ready and set to go with the flow of your ever-changing business requirements. By managing complexity, protecting expertise and speeding up your sales processes, you'll have the agility to serve up your business content in context daily. In this way, everyone can make better decisions faster—improving customer service, enhancing workforce efficiency and achieving better return on your technological investments. Simplifying things allows you to significantly decrease costs.

For more information

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

xPERT
TECHNOLOGIES

© 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**