



METIS ^{TM(p)}
Smart Suite

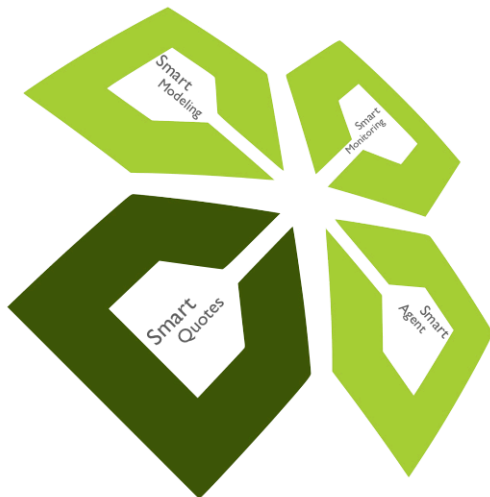


The METIS^{TM(p)} Smart Suite speeds up sales process and significantly reduces the non-conformance costs thanks to modeling

Businesses today need to do more with less. And if that's not enough, companies need to solve their increasingly complex business problems faster than ever before.

The METIS Smart Suite helps companies managing the complexity of their products and services while they design quotes. Thus, accuracy and quotation speed immediately improve while the non-conformance costs significantly decrease.

In addition, METIS Smart Suite is a comprehensive business monitoring software providing business users and managers with a real-time and end-to-end view of design and quotes operations.



METIS Smart Suite

Today, even if most companies have successfully deployed an ERP platform, they still face the challenge of having inefficient configuration support for their complex products and services.

METIS Smart Suite makes product modeling and quote design affordable and highly effective. The suite includes four powerful and dedicated applications which assist sales professionals, designers, marketing and product managers while they focus on the right priorities.



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

Often companies miss adequate tools making easy and inexpensive the maintenance and the distribution of product knowledge to the different users categories. The result is that selling and quotes designing is faced with difficulties in describing and analyzing all the product variants while delivery is challenged with costs of non-conformance. In other words, sales have difficulties in getting the orders right and the service staff struggles with incomplete, missing or wrong deliveries.

METIS Smart Modeling is a powerful platform for defining product variants offering a long list of templates and tools making life as a product manager and product modeler as simple as possible.

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.



What options are available for fulfilling a particular customer's requirement? How do they relate to each other? How are variants priced? Which other variants might meet customers' expectations?

METIS Smart Quotes prompts and assists sales and back-offices professionals while they design simple and complex quotes

METIS Smart Quotes leverages the power of modeling by using product and service models created with METIS Smart Modeling. Besides improved accuracy and quotation speed, METIS Smart Quotes puts an end to inaccurate quotes, speeds up the bidding process and significantly decreases non-conformance costs. Certain key challenges in an industry where best-in-class players invest in integrated sales configurators.



Managing sales professionals by figures and content offers a much broader view and reliable forecasts

METIS Smart Monitoring is a comprehensive business monitoring software that provides business users and managers with a real-time and end-to-end view of design and quote operations. It expands the usual sales KPIs* offered by traditional sales management tools with realtime snapshots of the quotes' contents. Your forecast doesn't only rely on contentless weighted prospects, it

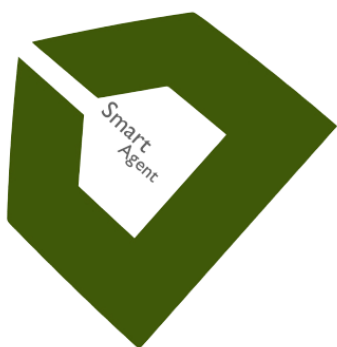
offers effective analyses and helps you in steering your sales process long before the final quote is delivered to your customer.

METIS Smart Monitoring provides accurate analyses helping professionals like product and marketing managers or entire organizations like sales and finance departments to quickly gather fundamental information like true views and trends.

Often, companies develop and market products based on business cases remaining the unique source of information during weeks or months after they start selling. Depending on life and sales cycles, they have to deploy significant efforts for monitoring initial phases, meaning before they book their first orders.

How and when do they have to react, adjust communication, pricing or go to market models in order to hit the initial targets ? What about efforts and hit rates behind each quote ?

METIS gathers day by day and minutes by minutes a broad spectrum of information reflecting the company's life and helps professionals to get valuable content with less efforts.



Let METIS Smart Agent executes tasks while you focus on customers

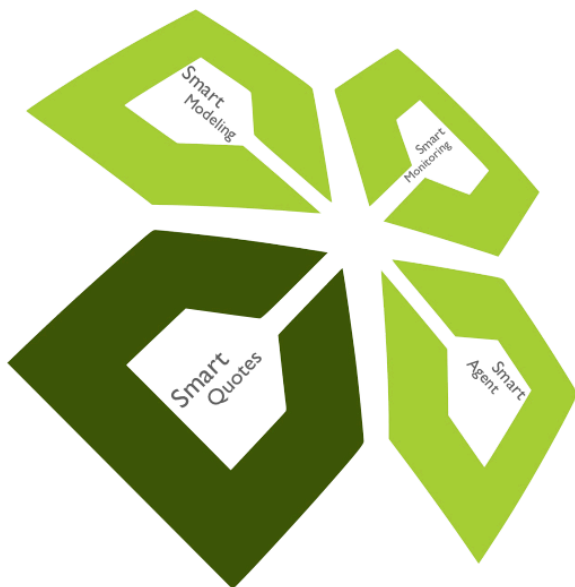
METIS Smart Agent works like a dedicated and full time equivalent agent leveraging the content of quotes and models for accomplishing time-consuming, repetitive manual tasks quickly, efficiently and effortlessly. Considering quotes in preparation, METIS Smart Agent can alert executives as soon as certain risks have been identified or trends meet pre-defined thresholds.

Similar in concept to kitchen recipes, METIS Smart Terminal enables users to create an "automation recipe" by following a simple drag-and-drop process, relating the individual steps of a workflow to pre-crafted automation nuggets that are listed in the order in which the steps of the task are to be performed

Expand the footprint of your ERP system

By working seamlessly with the most commonly used ERP systems and offering an alternative interface, METIS Smart Suite help you reach more of your user base and thereby increase the return on your ERP investment. METIS Smart Suite products constitute a secure and non-intrusive extension of your existing ERP system. Easy to deploy with intuitive, flexible and appealing user interfaces, METIS Smart Suite ensures fast user adoption and very low training costs.

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



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

Siemens top+ 2007

*QS stands for QuickSales



"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

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:
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