



PRODUCT DATA SHEET: CONFIGURATOR FOR SAP BUSINESS ONE

The Advanced Parametric Configurator is a sales, product configuration, and pricing add-on module for SAP Business One.

Configurator for SAP Business One quickly and easily guides the order processing user through the process of building accurate and professional-looking sales quotes, orders and sales proposals. It's design is fully integrated with Business One, allowing seamless access within the order processing function, and provides automatic generation of production work orders

PRODUCT OVERVIEW

Today's global business environment places pressure on every organization to deliver better products, faster, in order to remain competitive. This challenge is compounded by having to deliver customized products and to meet customer's demands. The Advanced Parametric Configurator (available in a professional and standard version) responds to those demands by guiding the order processor through the creation of accurate quotes and sales orders quickly and easily within the Business One application. This allows a sales person to customize a configured item as if he or she were the design engineer.

Here's what *Configurator for SAP Business One* will do for you:

- ⇒ Easily navigate large product catalogs
- ⇒ Add pictures and helpful suggestions for each defined feature or option
- ⇒ Offer up-sell options and/or include alternative options
- ⇒ Provide better control over pricing accuracy, and view calculated shipping & tax costs
- ⇒ Receive automated alerts to out-of-stock items, option incompatibilities, or any other defined rules and parameters you set
- ⇒ View summarized calculations of user-defined values such as product cost, profit margin, or configured product weight
- ⇒ Ensure complete order accuracy and consistency by pre-defining all feature and option rules in a central database
- ⇒ Produce accurate and professional looking proposals faster than ever before

KEY PRODUCT FUNCTIONALITY

- ⇒ Seamless Integration with SAP Business One—can be launched directly inside of SAP Business, or it can be optionally published to the Web for customer self-service access
- ⇒ Functional integration with SAP Business One—Configured orders automatically create production orders
- ⇒ Easily configured to your business environment—flexibility and easy setup enable you to model your businesses unique product configuration rules and options
- ⇒ Flexible guided selling parameters—Pricing and product configurations can be based on user-defined rules and/or parameters for extremely flexible pricing, feature and option selection and calculation of end-user requirements
- ⇒ Achieve 100% order accuracy—eliminates order entry errors and costly re-quotes
- ⇒ Quote orders faster and more professionally—one click option selections let you create professional-looking proposals and orders fast.

SET-UP AND ADMINISTRATION

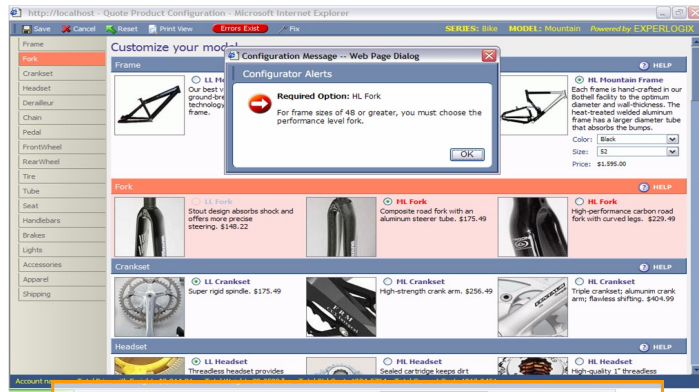
The Design Center, powered by the *Experlogix Prodigy Configuration Engine*, allows an administrator to set up parts and product categories along with associated formulas that completely define the valid configurations for each product. Once defined, a button is added to the Business One sales order screen for users to easily configure orders. When a user selects the configure button, the system prompts for the customer-defined models of the product to be configured. The professional version offers rules-based configurations.



Web-enabled Interface Option

QUOTING CONFIGURED ORDERS

Items defined as “configurable” automatically display the configuration screen during the standard sales order entry process. As the order is taken, the user is prompted to enter the required variables such as length, width, and volume. The system then calculates other variables such as total price, standard/actual product cost, total product weight, shipping and tax costs, currency conversions, profit margins and the validity of the features and options selected. Once the configured order is accepted, and the order is saved, an SAP Business One production order is then created with the selected optional components automatically included.



Dynamic feedback throughout the order process

Whether your business is providing highly complex manufactured products such as industrial equipment, electronics, consumer packaged goods, or dimensional products such as windows, doors and cabinetry or simply distributing customer configurable services, *Configurator for SAP Business One* provides immediate business benefit. By moving away from informal spreadsheets and cheat sheets, It will help you achieve 100% order accuracy, eliminating costly re-quoting and customer returns; and process orders faster with increased profitability and improved customer satisfaction.

TO LEARN MORE ABOUT THE CONFIGURATOR FOR SAP BUSINESS ONE OR ANY OF OUR BUSINESS ONE ADD-INS, CALL US TODAY



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