

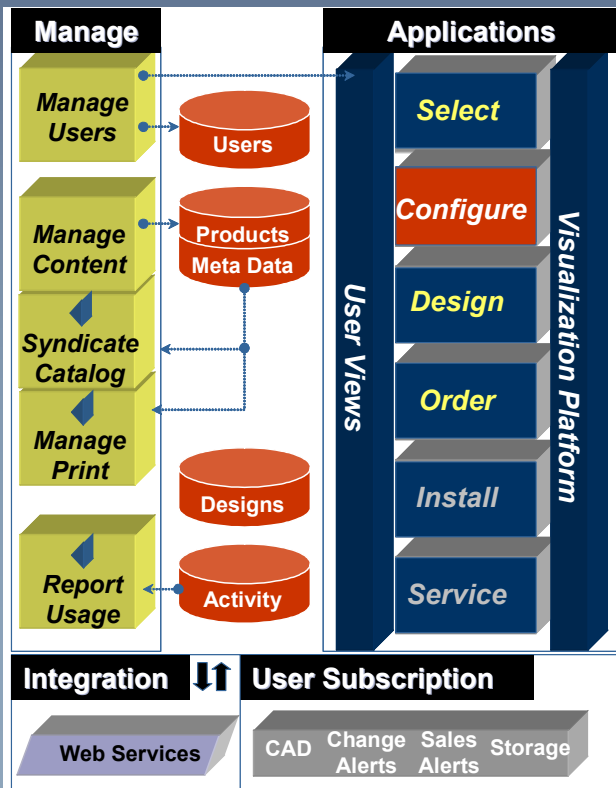
# eXalt Configure

## Drive Revenue Growth

*eXalt Configure allows every end user, sales representative and channel partner to be a Product Specialist by providing an intelligent configuration application over the web. Lost Sales due to delays in quote verification are removed.*

*“Goof Proof” Configuration Rules eliminate errors by insuring only legal options are selected. Budget Based Rules monitor system constraints for Power, Thermal or Weight capacity.*

*Suppliers realize higher sales productivity, drive add-on revenues and reduce support costs.*

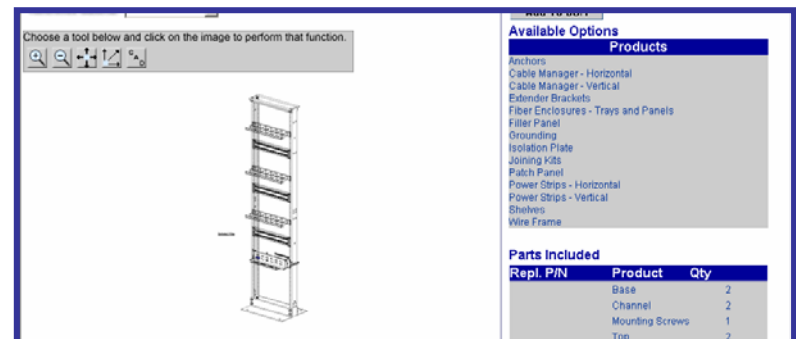


## Product Complexity Drives Need for Specialized Configuration Tools

Suppliers of Technical products face growing barriers to sales growth and profitability as their products increase in complexity - adding software, mechanical and networking options everyday.

With a vast number of rapidly changing products, poorly trained channel partners with high turnover sell only what they know—a few products with simple configurations— forfeiting millions in **add-on sales**. Existing literature and websites do not address a sales process requiring a “solutions sale” of many products having hundreds of optional components requiring configuration. Customers and Partners may be unsure of what options to order and delay sales because each quote must be checked by a “Product Specialist”.

eXalt’s Configure Module graphically guides sales personnel through every option of every product making sure that add-on revenue is not missed. Only legal options will be listed for every product preventing any unnecessary errors and returns. Even Customers, Partners and Distribution Channels with limited training and knowledge will have the confidence to configure a solution and place an order. By simplifying the configuration process, suppliers can realize increased add-on sales per order.



**Support of Systems Design:** eXalt supports solutions selling by presenting all of the optional products. eXalt Dynamically Generates an image of the combined system on the fly without the use of CAD tools.

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### Benefits

#### Increase Line Items per Order

Increasing add-on Sales is easy to do with online configuration tools. Sales Representatives and Users are prompted to select from the list of options for each base product on every sale. No longer do suppliers miss the opportunity to increase add-on revenues by as much as 25% with each order.

#### Increase Win Rates

Suppliers lose orders every day because they can't issue a fully verified quote quickly enough. eXalt's "Goof Proof" Rules makes sure Sales Professionals no longer have to send a quote back to the factory for verification and risk losing a sale. Win Rates increase with rapid customer response and unprecedented accuracy.

#### Increase Channel Sales Productivity

An intelligent online configuration tool makes your product easy to sell and support in the channel. As channels experience turnover and increasingly broad product lines interactive training and support tools become critical.

#### Improve Customer and Channel Support

eXalt improves the knowledge and response of your sales and support organizations. Information is right at your fingertips. Now partners and customers no longer have to wait for answers from your field staff.

#### Sell Higher Gross Margin Products

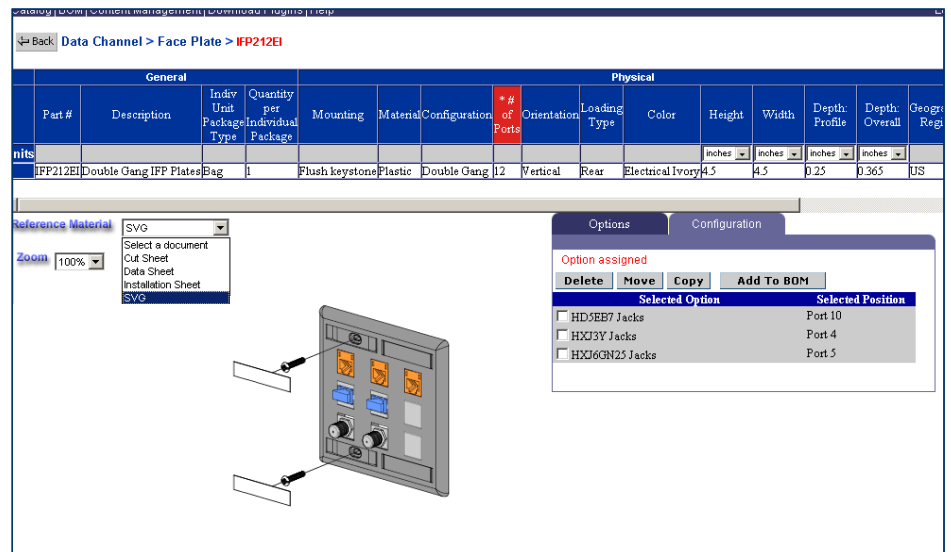
eXalt drives "Up Selling" by providing a comparison between low end and high end product lines. Sales representatives are provided tools to be consultative with the customer and drive the growth of higher gross margin product lines.

#### Decrease Returns and Rework

Suppliers face numerous product returns, up to 15%, due to incorrect configuration. eXalt's product configuration tool reduces orders requiring return or rework.

#### Save Person Years of Effort Creating CAD Illustrations

Users can seamlessly take eXalt configured drawings directly into leading CAD formats. The time-to-Quote or prepare bid submittals is greatly accelerated while saving thousands of labor hours in manual drafting.



#### Configuration Intelligence:

- **Goof Proof Rules:** Presents only Legal options for Specific Products
- **Product Intelligence:** Never have to Guess as to what is a standard feature versus an Option
- **Constraint Based Rules:** Enforce Constraints between Options
- **Budget Rules:** Monitor Height, Weight, Port Count or Other Constraints
- **Dynamic Illustration:** Configured Product Illustration Dynamically Generated as Options are Selected

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### Features

#### Dynamic Visualization of Fully Configured Product

eXalt provides a graphic driven user interface for configuration. An illustration of the fully configured product is dynamically generated as options are selected.

#### Rules Engine

eXalt assures that each order is correct by construction. The configuration rules engine only presents the legal options for any product. Sales Personnel, Distribution Partners and End Users can be assured that they are selecting and building a procurable configuration.

- **“Goof Proof” Rules:** The rules engine presents only the legal options for a product. Sales Professionals can add line items to an order with confidence.
- **Budget Based Rules:** Budget Based Rules can be established for any parameter in the system. Suppliers can establish rules to monitor Height, Weight, Port Count or Other Constraints. Available Space can be monitored for products like racks and cabinets.
- **Constraint Based Rules:** Many products have complex rules governing configuration with interdependencies between options. eXalt Constraint based rules notify the user when combinations of options may be mutually exclusive.

#### Dynamic Configuration Rules Engine

Many sales tools utilize a outdated batch rules checking - allowing users to build illegal configurations and only alerting them after the fact that there is a problem. eXalt's Dynamic Configuration Rules Engine guides users through complex issues in the configuration process preventing errors before they occur.

#### Product Intelligence

eXalt's Configure module clearly indicates the standard items for a product. This eliminates the guesswork associated with determining standard versus optional items in a kit. Replacement Part Numbers can be identified at a glance using the Graphics visualization.

#### Animation Supports In Depth Web Based Product Demonstration

eXalt's Vector based Product Visualizations in XML support animation. Suppliers can create fully animated product presentations including presentations on demand or demonstrations dynamically on the screen.

#### Rapid Configuration

eXalt's configuration engine identifies slots with similar options and presents users with tools to allow them to rapidly configure their products.

#### Change Business Rules Engine without Reprogramming

eXalt's Configuration Rules engine allows suppliers to change rules on-the-fly without forcing the software to be reprogrammed. This flexibility allows rapid turnaround for the dynamic world that suppliers live in.

#### Export Detailed CAD Drawings with the click of a Mouse

eXalt Configure allows everyone to be a highly trained CAD operator. The CAD Export Feature provides a “Field Engineer in a Box” taking graphics for fully configured products and exporting them directly into Autodesk's leading design data formats AutoCAD DWG and DXF.

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### System Requirements

#### Prerequisites

- eXalt Select

#### ABOUT EXALT SOLUTIONS

*eXalt Solutions, Inc., is a market and technology leader in providing on-demand, Web-based services for solutions sales enabling suppliers of complex technical products and their channel partners to sell more product more profitably. The eXalt Powered Solutions Sales Platform (TM) incorporates a suite of modules tailored to the intricacies of the complex technical product sales/support process including Product Selection and Configuration, System Configuration, Design and Visualization, BOM Collaboration, Quote/Proposal Management and Product Support.*

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