

Configure One



NetSuite Product Configurator and Quotation Software by Configure One

Overview

Configure One™ is a premier SuiteFlex application partner. Configure One's *Concept*™ Product Configurator and Quotation Software for NetSuite is uniquely positioned to help NetSuite customers efficiently sell and process orders for configurable, multi-option, and customizable products and services.

- Perfect for NetSuite customers that offer configurable products and/or services
- Implementation doesn't require any programming skills
- Guides users through the configuration process
- Prevents users from selecting incompatible product or services options
- Option images and help links aid users during their configuration process
- Automatically generates pricing and professional looking proposal documents
- Dynamically creates bills of material based on pre-established rules
- 100% web-based
- Seamlessly integrates to NetSuite via the Opportunity, Estimate, or Storefront
- Can simultaneously be deployed to both NetSuite and non-NetSuite users such as your dealers and customers
- Electronically captures your organization's product knowledge and rules
- Automatically generates to scale virtual product images and to scale drawings (optional)
- Automatically generates manufacturing routing reports (optional)
- Supports both NetSuite U.S. and International editions

Seamlessly Integrated to NetSuite

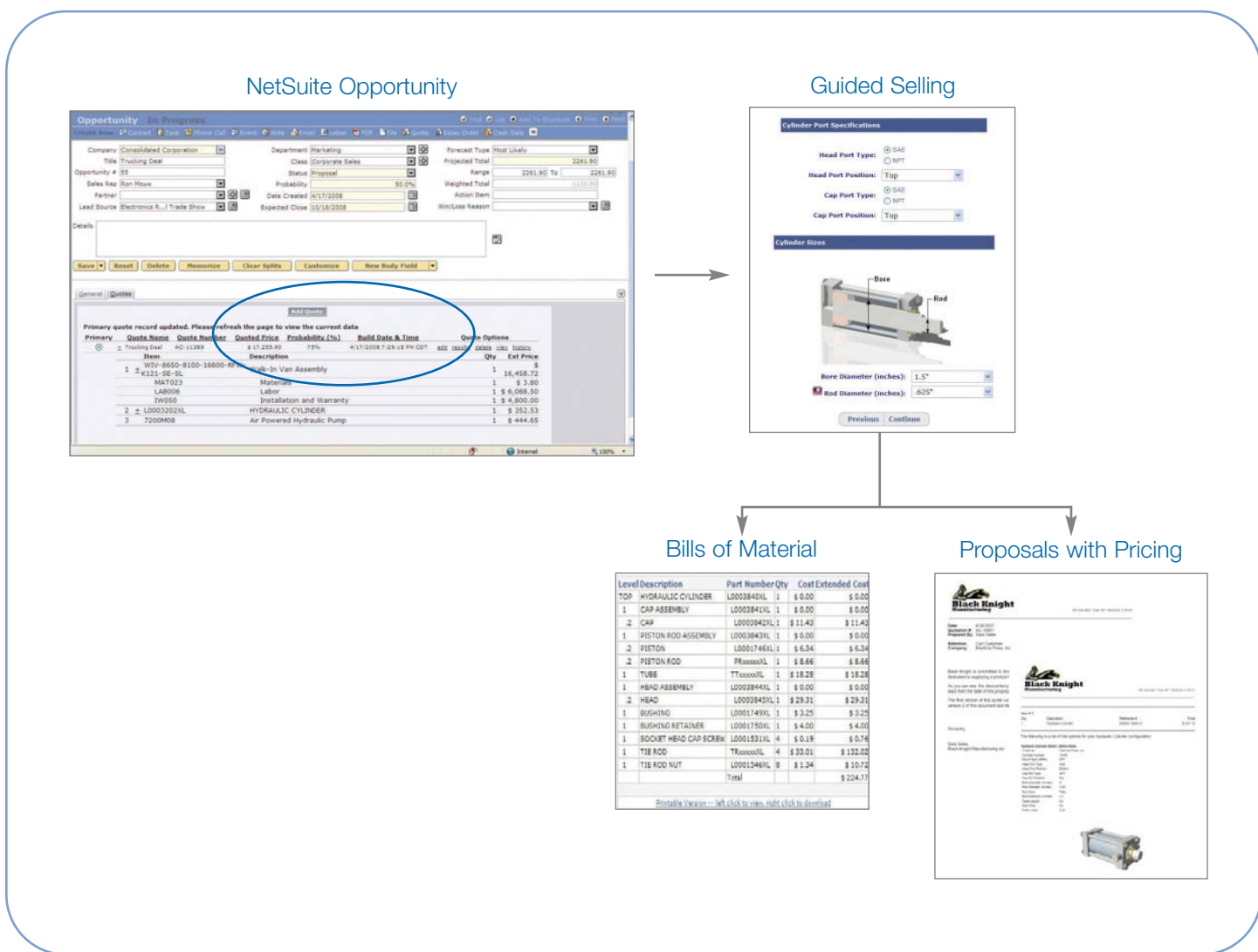
Configure One has partnered with NetSuite to develop a seamless integration between Configure One's *Concept* Product Configurator and Quotation Software and the NetSuite solution.

- Web 2.0 mashup approach allows for the use of *Concept* within NetSuite
- Generate configurations and proposals through a Quote tab added to the NetSuite Opportunity screen
- NetSuite customer data is used to populate proposals
- Easily convert a *Concept*-produced quote to a NetSuite sales order
- Create configurations with pricing from the NetSuite Estimate screen
- Seamlessly integrate *Concept*'s rich product configurator functionality with the NetSuite Storefront
- *Concept* uses NetSuite items when dynamically creating bills of material
- Allows either NetSuite or *Concept* to generate the price
- Creates single and multi-level bills of material and automatically establishes the Item/Members relationship in NetSuite
- Add multiple line items of configurable and standard products to a quote in an Opportunity or to an Estimate
- Automatically create new items and generate new item records on-the-fly in NetSuite when necessary

You can configure a product using *Concept* from multiple areas within NetSuite including Opportunities, Estimates, or Storefront. This flexibility allows for different user scenarios described below.

User Scenario – Opportunity

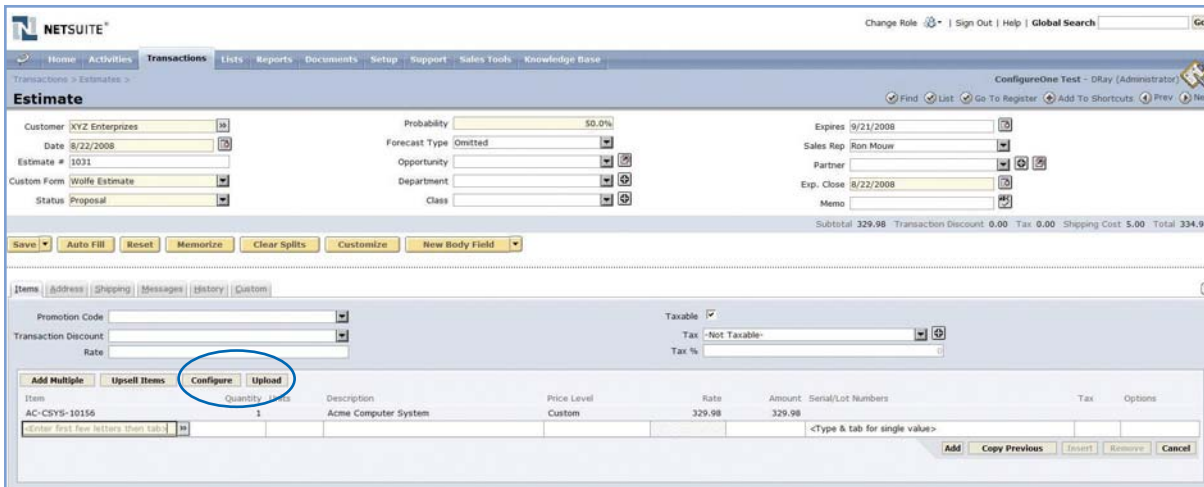
In this scenario the user activates *Concept* via the “Quote” tab and the “Add Quote” button on the NetSuite Opportunity screen. *Concept* guides the user through the configuration process and creates bills of material and a quotation document that can be printed or emailed directly to the customer. The *Concept*-produced quote can be sent to the customer or converted to a sales order in NetSuite.



User Scenario – Estimate

When creating an estimate for a configured product within NetSuite, the user selects the “Configure” button on the Estimate screen. This activates *Concept* and walks the user through the configuration process. When the configuration is complete, the user selects the “Upload” button and *Concept* sends the configured item,

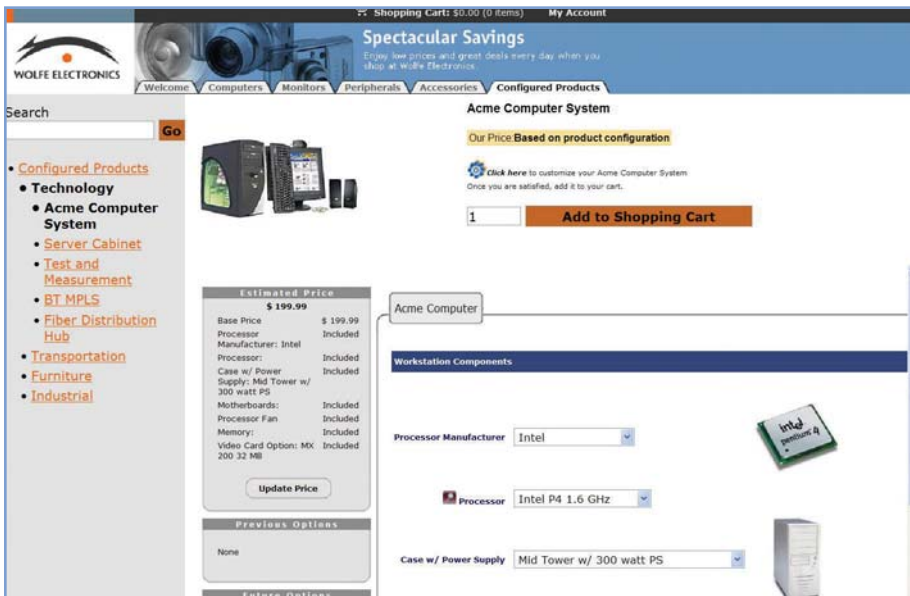
including bills of material and price, back to NetSuite. Multiple configured and non-configured items can be added to a single estimate. The estimate can be sent to the customer or converted to a sales order using standard NetSuite functionality.



User Scenario – Storefront

Here the customer orders items from your product catalog via the Internet using NetSuite's Storefront. When the customer encounters a configurable product, *Concept* is launched automatically, and walks the customer through the configuration process.

When complete the customer adds the configured product to the shopping cart. *Concept* updates the shopping cart with the item and price. The customer can then place the order using standard NetSuite functionality.



Benefits

When it comes to making the sale, often the quickest response is the one that wins the order. With *Concept* there is no delay. A user can configure a product right in front of the customer, complete with pricing. Not quite right? Simply make the changes and create the quotation.

All that is left is to ask for the purchase order. It is that quick and simple.

- Differentiates your company from your competition
- Reduces time required to produce complex quotes from weeks/days to hours/minutes
- Produces professional looking proposal documents
- Data integration between NetSuite and *Concept* eliminates re-keying of data
- Decreases errors and rework
- Reduces overall product lead times
- Enhances customer perception, satisfaction, and loyalty
- Makes sales, distributors, and customers more self-sufficient
- Eliminates the need to funnel requests-for-proposal through a quote group or an engineering department
- Eliminates the need to develop and maintain custom-developed configurator applications
- Maximizes your investment in NetSuite

Satcom Resources is a leading global supplier and integrator of satellite communications equipment and satellite based communication network solutions. Satcom Resources is a joint NetSuite and Configure One customer.

"The team at Configure One was really great. I really liked the fact that Configure One has a standard integration to NetSuite. While the Configure One product did everything that we needed, they were really willing and concerned about our success."

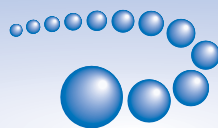
Fred Pope, CEO, Satcom Resources

Configure One is a leading provider of web-based configurator technology. Configure One has enabled both small and large companies to increase revenues and decrease costs by automating the way they sell, engineer, and manufacture their products.

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