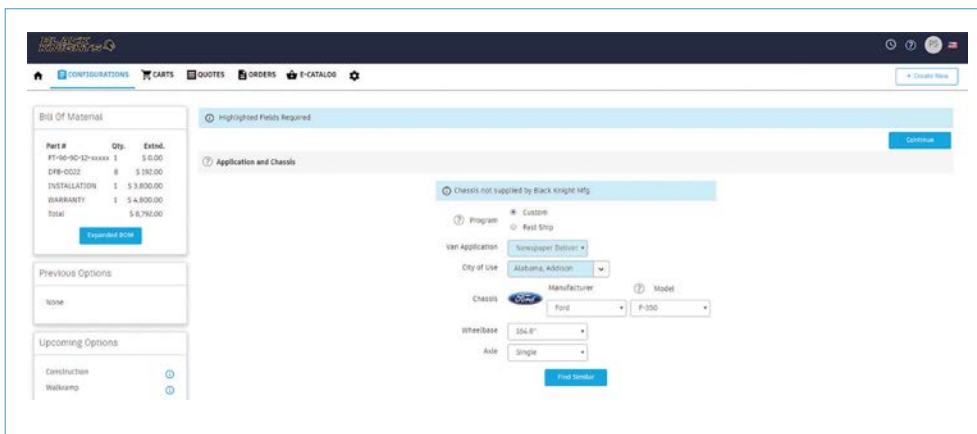


Configure One

Software that empowers you to configure, price and quote the most complex products in minutes.

Configure One is an Enterprise Configure, Price, and Quote (CPQ) application designed to enable companies to efficiently sell and process orders for configurable, multi-option, and customizable products and services. Configure One's customers are able to increase revenues while reducing costs by automating much of the sales, order entry, and engineering processes.



The screenshot displays the Configure One web interface. On the left, there is a 'Bill Of Material' table with columns for Part #, Qty, and Extnd. The table lists items like FT-99-90-12-xxxxx, DFB-002, INSTALLATION, and WARRANTY, with a total of \$ 8,790.00. Below this are sections for 'Previous Options' (None) and 'Upcoming Options' (Construction, Walkamp). The main area is titled 'Application and Chassis' and contains a form with various fields: 'Program' (Custom), 'User Application' (Newspaper Delivery), 'City of Use' (Alabama, Adirson), 'Chassis' (Ford), 'Manufacturer' (Ford), 'Model' (F-350), 'Wheelbase' (154.0"), and 'Axle' (Single). A warning message states 'Chassis not supplied by Black Knight Mfg.' and a 'Find Similar' button is visible at the bottom of the form.

With Configure One a user can simply enter their desired options and the software will guide the user through the permissible product options. The user can do this through pull down menus, text buttons, radio boxes or check boxes. A key tenant of the application is that users cannot choose incompatible options. So no matter how experienced your salesperson, dealer or even customer is, they can configure any products that your company offers.

One of the most important aspects of a CPQ product is setting up all of the rules which define the permitted configurations. Configure One's approach requires no programming through its web-based administrative screens, a major differentiator in the CPQ industry.

Configure One Capabilities

Pricing

Configure One features a comprehensive set of capabilities to determine the pricing of a product as it's being defined. Pricing can be adapted to a specific customer or distributor and you can apply automatic discounts depending on factors such as quantity or product combination. Discounting workflows are included so stakeholders can accept or reject discount requests.



Quote Document

Quotations can be automatically created based upon the configuration selected and the outcome of the pricing. These are based on predefined templates and can include configuration-specific drawings and images. They can also include multiple configurations to allow comparisons. The lifecycle of quotation documents is also managed within the product, so you can view multiple versions and manage changes. You can also integrate the product with ERP systems to convert a quotation to a sales order.

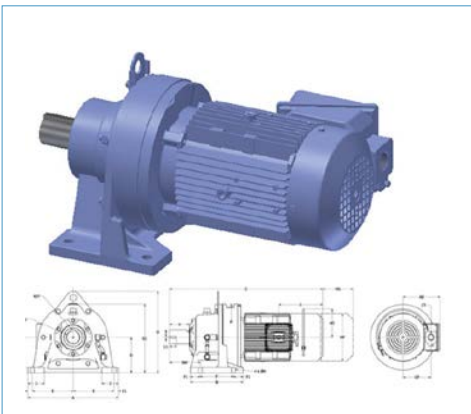
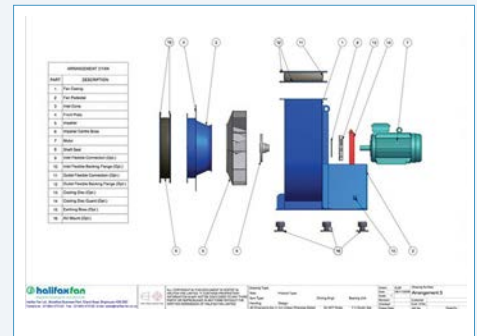
BoM Generator

The BoM generator then automatically creates Bills of Materials for the configurations quoted so organizations save time and reduce the risk of downstream errors. Multi-level BoMs can be handled and existing item masters can be used and pulled into the BoM. Phantom items and kits can also be added. Item quantities can be managed using rules based on the configuration selected, or on predefined equations, or product attributes. The BoMs generated can also be manually edited if needed.

Item Number	Description	Qty	Unit	List Price	Extended	List Price	Weight (lbs)	Smart #
0001	0001	1		100.00	100.00			
0002	0002	1		200.00	200.00			
0003	0003	1		300.00	300.00			
0004	0004	1		400.00	400.00			
0005	0005	1		500.00	500.00			
0006	0006	1		600.00	600.00			
0007	0007	1		700.00	700.00			
0008	0008	1		800.00	800.00			
0009	0009	1		900.00	900.00			
0010	0010	1		1000.00	1000.00			

Routings

Manufacturing routings can be automatically generated to give the shop floor instructions on how to make the product in that particular configuration, so, again, companies can reduce lead times and the risk of the shop floor building it wrong. These can include variables such as run times and setup times, and they link back to the configured BoM to make sure, for example, the right part numbers are used.

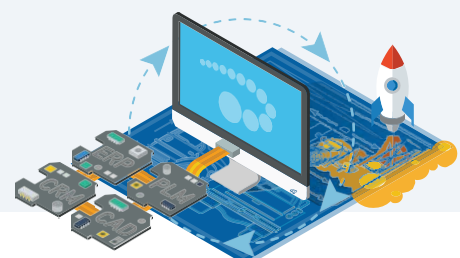
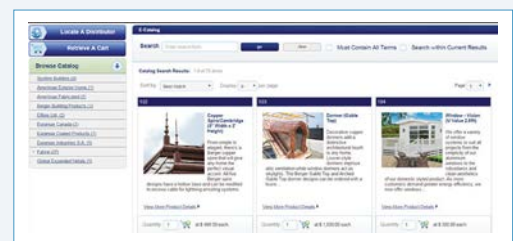


Visualization

Sales and production drawings can also be automatically generated in Configure One. These are based on the exact configuration selected, and include data such as assembly details and the weld information, as well as bend lines and flat patterns for sheet metal parts. They can be output in a number of common formats such as DXF, DWG, DWF as well as pdf documents. Configure One also has CAD integrations with Inventor, Creo and SOLIDWORKS where output from Configure One can drive predefined parameterized models and the CAD assembly structure.

E-Commerce

Configure One can be extended to provide a complete storefront solution for e-commerce. This is integrated with the configurator function and allows customers to search online for standard products or configure their own. It also includes shopping cart and credit card processing capabilities. It's driven by e-catalog functionality which can handle more than 5 million individual items.



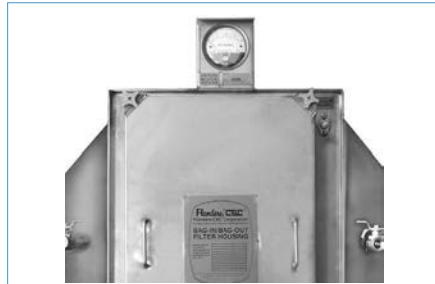
Customer Examples

Configure One's extensive customer base includes both large and small manufacturing companies in a variety of industries.



Haas Door

Manufacturing top quality garage doors.



Flanders Corporation

The leader in air filtration.



Niehaus, Inc.

Wholesale building materials.



Tommy Car Wash

Manufacturer of car wash equipment.



Scranton Products

Manufacturing of commercial products.



Hu-Friedy, Inc.

Manufacturer of dental instruments.



BMC Corporation

Manufacturer of laboratory fume hoods.



Chatsworth Products, Inc.

Manufacturer of structural support systems.



ColorTree, Inc.

Manufacturer and printer of envelopes.

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