



Product Configurator & CPQ Software Integration for NetSuite

by Configure One

Overview

Configure One™ has been a premier NetSuite application partner since 2007. Configure One product configurator and CPQ 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, Quote, SalesOrder, or eCommerce Functionality
- 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 NetSuite One World, International, U.S. and CRM+ Editions

Seamlessly Integrated to NetSuite

Since 2007, we have partnered with NetSuite to develop a seamless integration between Configure One product configurator and CPQ software and the NetSuite solution. Configure One has received the "Built for NetSuite" badge. This certification means that Configure One was built to meet the SuiteCloud platform's development standards and documented best practices.

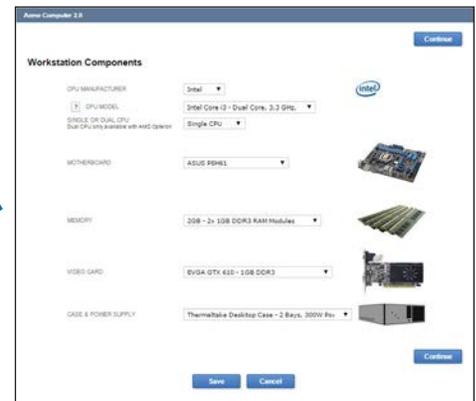
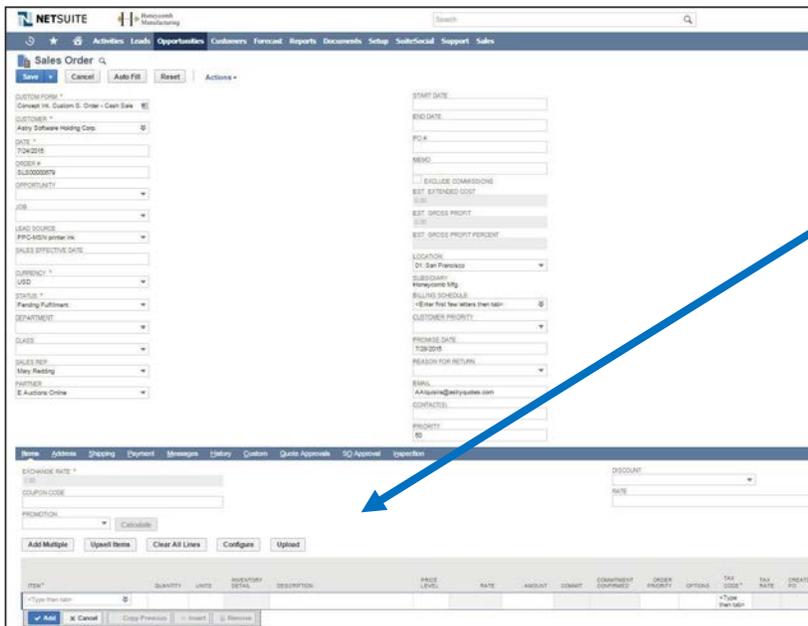
- Web 2.0 mashup approach allows for the use of Configure One within NetSuite
- Generate configurations and Quotes through a Quote tab added to the NetSuite Opportunity screen
- NetSuite customer data is used to populate Quotes
- Easily convert a Configure One -produced Quote to a NetSuite Sales Order or a NetSuite Quote
- Create configurations with pricing from the NetSuite Quote screen
- Seamlessly integrate Configure One's rich product configurator functionality with the NetSuite eCommerce
- Configure One uses NetSuite items when dynamically creating bills of material
- Allows either NetSuite or Configure One 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.
- Automatically create new items and generate new item records on-the-fly in NetSuite when necessary

You can configure a product using Configure One from multiple areas within NetSuite including Opportunities, Quotes, Sales Orders or eCommerce. This flexibility allows for different user scenarios described below.

User Scenario - Order

Configure One enables a user to create a configured product from the Order screen. From within an Order, the user selects the “Configure” button which activates Configure One and walks the user through the configuration process. Once complete, the user clicks “Upload” and the configured item, to include bill of material and price, is sent back to NetSuite. There can be multiple configured and non-configured items within a single Order.

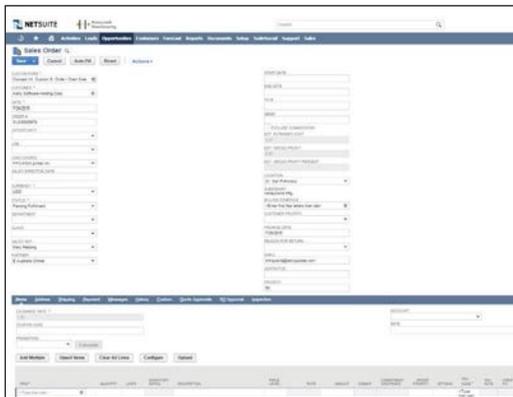


User Scenario – Opportunity

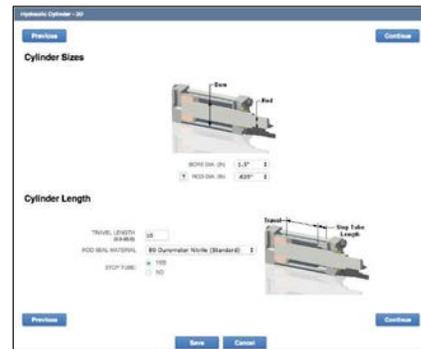
In this scenario the user activates Configure One via the “Quote” tab and the “Add Quote” button on the NetSuite Opportunity screen. Configure One guides the user through the configuration process and creates bills of material and a quotation document that can be printed or emailed directly to the customer.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

Optionally, the Configure One -generated Quote information can be automatically sent to the NetSuite Quote. This maintains all of the native NetSuite forecasting functionality.

NetSuite Opportunity



Guided Selling



Bills of Material

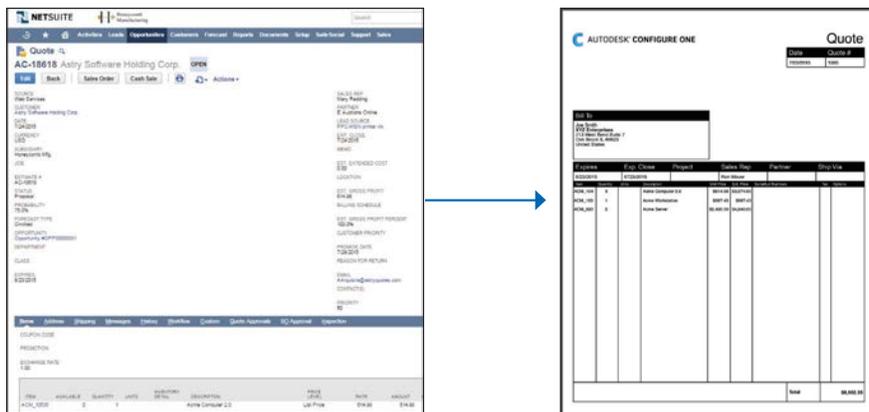
LEVEL	DESCRIPTION	PART NUMBER	QTY	COST	EXTENDED COST	ROUTING
TOP	CLY-12378	14334	1	\$ 0.00	\$ 0.00	933193510
1	CYL-TUBE-0006-0010	CYL-TUBE-0006-0010	1	\$ 0.00	\$ 0.00	TBD
1	CAP ASSEMBLY	L0001511XL	1	\$ 0.00	\$ 0.00	147595414
1	HEAD	L-10015-XL	1	\$ 27.58	\$ 27.58	637335214
1	PISTON ROD ASSEMBLY	L0001782XL	1	\$ 0.00	\$ 0.00	409515609
1	STOP TUBE	L0001556XL	1	\$ 0.00	\$ 0.00	193543710
1	TIE ROD	TR11126XL	4	\$ 16.95	\$ 67.79	848220810
1	TIE ROD NUT	L0001507XL	4	\$ 0.26	\$ 1.04	TBD
1	FULL SQUARE RETAINER	L0001505XL	1	\$ 0.84	\$ 0.84	TBD
1	BUSHING	L0001943XL	1	\$ 4.50	\$ 4.50	TBD
1	ROD SEAL, NITRILE, 3.50	RS0006NTR	1	\$ 0.00	\$ 0.00	TBD
	Total				\$ 101.85	

Quote with Pricing

Item #	Description	Qty	Unit Price	Extended Price
1	HYDRAULIC CYLINDER 3.50	1	\$ 101.85	\$ 101.85

User Scenario – Quote

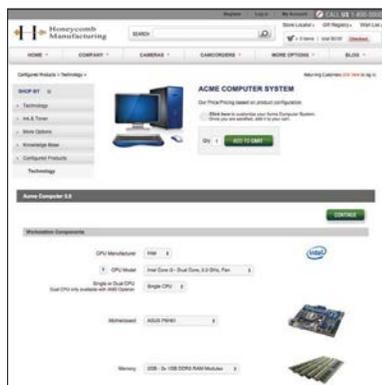
When creating a Quote for a configured product within NetSuite, the user selects the “Configure” button on the Quote screen. This activates Configure One and walks the user through the configuration process. When the configuration is complete, the user selects the “Upload” button and Configure One sends the configured item, including bills of material and price, back to NetSuite. Multiple configured and non-configured items can be added to a single Quote. The Quote can be sent to the customer or converted to a Sales Order using standard NetSuite functionality.



User Scenario – eCommerce

Here the customer orders items from your product catalog via the Internet using NetSuite’s eCommerce. When the customer encounters a configurable product, Configure One is launched automatically, and walks the customer through the configuration process.

When complete, the customer adds the configured product to the NetSuite shopping cart. Configure One 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 Configure One 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, create the quotation and send to NetSuite. 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 Configure One 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

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

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.

Autodesk is a leading provider of web-based product configurator and CPQ (configure price quote) software. Configure One has enabled both large and small companies to increase revenues and decrease costs by automating the way they sell and process orders for configurable, multi-option, and customizable products.

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