

**Extend functionality of Microsoft Dynamics™ AX with greater sales effectiveness**

Cincom Acquire Sales and Product Configurator integrates with Microsoft® Dynamics AX to help increase field sales effectiveness.

**Consider Cincom Acquire Sales and Product Configurator if you are:**

- Selling products with complex features and options
- Losing sales due to slow responses to quotes and proposals
- Experiencing a need for mobile or web based interactive selling tools for real-time communication
- Re-working orders, resulting in lower customer satisfaction and/or margin erosion
- Experiencing delays and frustration when introducing new and ever-changing products

**Benefits:**

- Fast integration with Microsoft Dynamics™ AX sales quotation, sales orders, inventory and production modules
- Extended functionality with Guided Selling, Product and Service Configuration, Pricing and Proposal Generation
- Graphical Modeling tools that enable product experts to quickly create complete windows and web-based solutions without the need for programming
- Customizable user-interface that reflects the way you want to sell
- Flexible deployment within Microsoft Dynamics AX or external web-based and mobile sales tools that include Microsoft Dynamics CRM

# Cincom Acquire Sales and Product Configurator for Microsoft Dynamics™ AX

Empower your Microsoft Dynamic AX users with fast, accurate product and pricing knowledge!



Imagine if every one of your salespeople had the knowledge of your best sales reps and engineers, the power to translate needs into solutions, and then rapidly generate a quotation. Capture and deliver critical application, product, pricing and process knowledge to the point of sale with Cincom Acquire Sales and Product Configurator for Microsoft Dynamics™ AX.

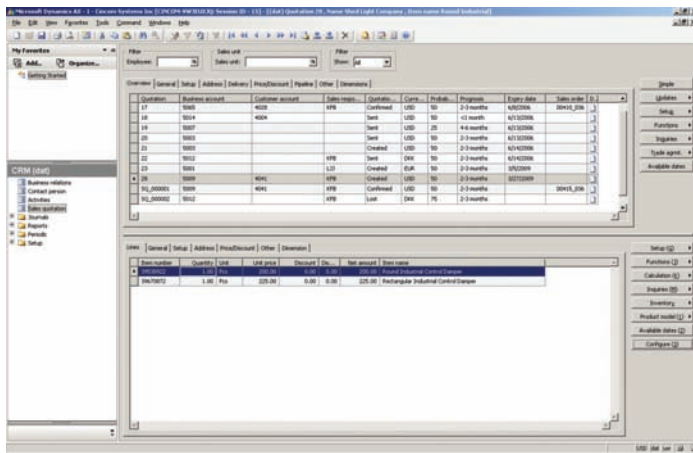
Cincom Acquire Sales and Product Configurator for Microsoft Dynamics AX provides:

- **Guided Selling** – Generate sales quotations custom-formatted to unique customer needs, based on your best practices.
- **Product and Solution Configuration** – Automate complex calculations based on expert rules that drive product configurations, guided- selling and complex pricing.
- **Proposal and Pricing Management** – Streamline pricing and proposals to include product configurations, contracts, drawings and other business documents.

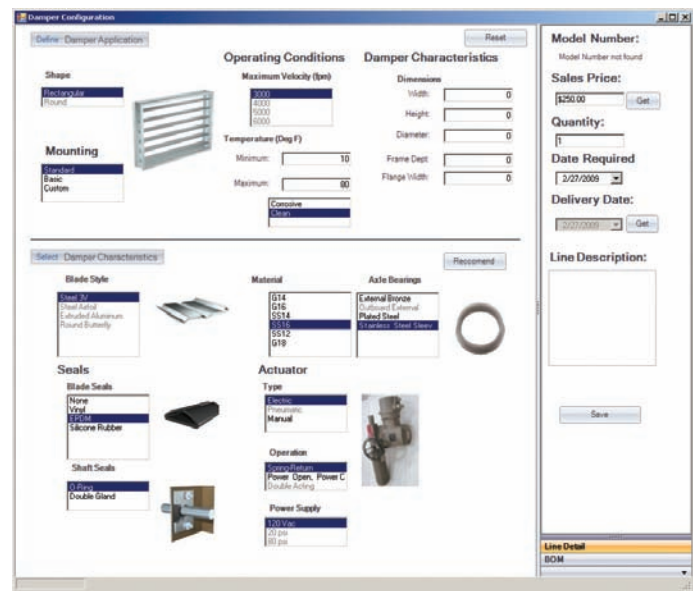
## Extend Dynamics AX beyond your four walls and make the best decision for your business

Cincom Acquire Sales and Product Configurator can be launched directly from within Microsoft Dynamics™ AX and provides a familiar workflow for existing users. These same models can be extended to the web or mobile environments with a tailored user-interface, designed specifically for sales reps, channel partners and customers to configure, price and quote products without assistance. Microsoft Dynamics™ CRM users can also use the Cincom Acquire Sales and Product Configurator to integrate directly into Dynamics AX regardless of deployment:

- On customer-premise deployment
- Microsoft-hosted
- Third party-hosted



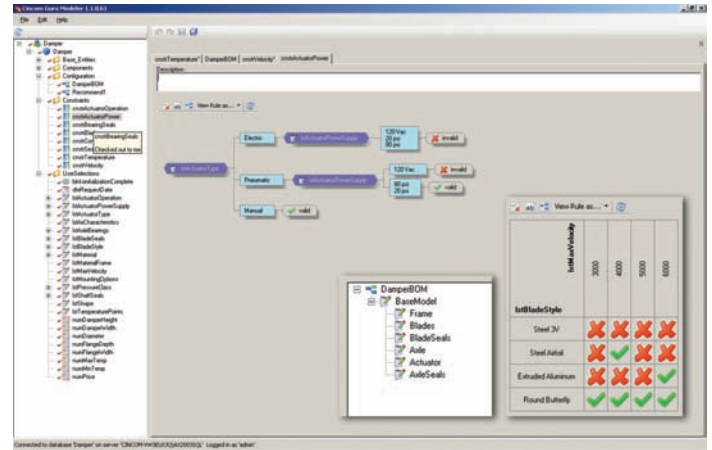
Cincom Acquire Sales and Product Configurator provides a point and click decision matrix.



Enable a completely "tailorable" user experience with the Cincom Acquire Sales and Product Configurator

## Empower your product experts to create powerful selling systems

The Cincom Knowledge Modeling environment provides intuitive, graphical tools that will create powerful sales applications. DECLARATIVE rules are used to describe product constraints – minimizing maintenance and allowing users to enter data in any order.



DECLARATIVE Rules are used to describe product constraints, which minimize maintenance and allow users to enter data in any order.

## Establish new levels of cost-effective flexibility

Now modelers have complete control of the user experience. Pages and page flows are created by dragging and dropping objects onto dialogs and graphical decision trees.

Included with Cincom Acquire Sales and Product Configurator product is the Cincom Data Services for Dynamics AX. This set of functions simplifies the process of reading and writing Dynamics AX data from within the modeling tools and ensures data integrity.

## Key Capabilities:

- Advanced declarative rules engine
- Guided selling, complex configuration and pricing
- Easy-to-use graphical application modeling tools
  - Drag and drop GUI builder
  - Graphical decision rules
  - "Point and click" decision-matrix rules
- Completely "tailorable" user experience
- Built-in scripting language for calculations
- Flexible deployment (Windows, Web, & Mobile)
- Seamless integration with MS AX
- Integration with MS CRM and Visual Studio

## Complex Selling Made Simple!