

## DATA SHEET

**Sell More Effectively with Cincom Acquire™ Sales and Product Configurator****Consider Cincom Acquire Sales and Product Configurator, if you:**

- Sell products with complex features and options
- Lose sales due to slow responses to quotes and proposals
- Drain engineering's time working on complex quotes
- Rework orders several times to align them with customer needs
- Lose sales because your distributors struggle with customized products

**Broaden Sales Channels through these benefits:**

- Fast, accurate, product configuration in response to customer demand
- Cross-selling and up-selling capabilities
- Quotation and proposal generation
- Product catalog
- Fast retrieval of customer, product, pricing, and external information by anyone involved in the opportunity

# Achieve Sales Success through a Winning Combination:

Cincom Acquire Sales and Product Configurator and Microsoft Dynamics CRM



## Cincom Acquire Sales and Product Configurator

Providing effective sales tools is imperative to building a successful organization. Capture and deliver critical application, product, pricing, and process knowledge to the point of sale with Cincom Acquire Sales and Product Configurator and Microsoft Dynamics CRM.

Cincom Acquire Sales and Product Configurator provides:

- **Guided Selling** - Generates sales quotations custom formatted to a unique customer based on expert rules.
- **Proposal and Pricing Management** - Creates pricing and proposals that include product configurations, contracts, drawings, and other business-specific documents.
- **Product and Solution Configuration** - Performs complex calculations based on expert rules, which drives product configurations, guided selling, and complex pricing.
- **Live and On-premise Environment Support** - Choose to implement the on-premise version at your site, or select the hosted versions of Microsoft Dynamics CRM v4.0 from Microsoft.

## Effective Selling—Your Competitive Edge

Cincom Acquire Sales and Product Configurator now integrates with Microsoft Dynamics CRM to help automate complex sales and services. From needs analysis and product configuration, through pricing and financing, to proposal and contract generation, Cincom Acquire Sales and Product Configurator provides expert knowledge at the point of sale. Imagine if every one of your salespeople had the knowledge of your best engineers, the power to translate needs into solutions, and then rapidly generate a quotation. Cincom Acquire Sales and Product Configurator makes this dream a reality while simplifying the most complex selling. Cincom Acquire Sales and Product Configurator integrates product catalog, configuration, and quotation management, providing everything your sales force needs to win business.

## Make the Best Decision for Your Business

### Freedom of choice, with LIVE and on-premise options

Cincom Acquire Sales and Product Configurator and Microsoft Dynamics CRM support these customer options:

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

Customers are choosing hosted services more often, since it allows focus on “core” competencies rather than wasting IT department resources.

By leveraging the industry-standard technologies provided by Microsoft Dynamics CRM, customers can select the hosted model and still get the enhanced value provided by Cincom Acquire Sales and Product Configurator for Microsoft Dynamics CRM.

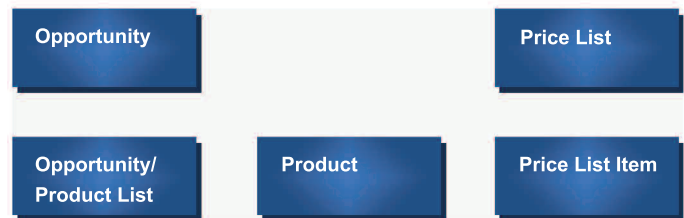
## Easy Access to Data, through Cincom Data Services

Included with every Cincom Acquire Sales and Product Configurator is the Cincom Data Services for CRM library.

This set of routines streamlines reading and writing processes for all applicable CRM data. With the Cincom Data Services for CRM library, users can add a new product to the opportunity through one call.

### Save time, through Cincom Data Services for CRM library.

This diagram illustrates how many tables must be navigated for a successful transaction, without Cincom Data Services.



### With Cincom Data Services for CRM, this process can be completed with a single call!

For more information and additional resources, contact Cincom at 1-800-224-6266 (USA only) send an e-mail to [acquire@cincom.com](mailto:acquire@cincom.com), or visit the company's website at [www.cincomacquire.com](http://www.cincomacquire.com).

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World Headquarters • Cincinnati, OH USA  
US 1-800-2CINCOM (1-800-224-6266) • International 1-513-612-2769  
Fax 1-513-612-2000 • E-mail [info@cincom.com](mailto:info@cincom.com) • <http://www.cincom.com>

