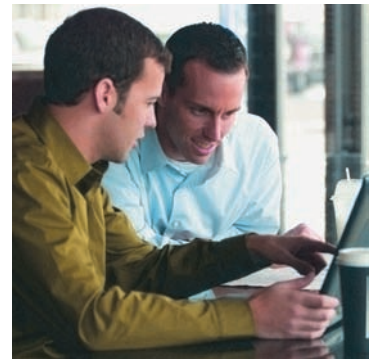


Cincom Acquire™

Complex Selling Made Simple Cincom Acquire™



SIMPLIFICATION THROUGH INNOVATION®

Cincom Acquire

The definitive solution for companies that sell complex products and services.

Respond to customer demand quickly, accurately and profitably. Cincom's new comprehensive solution suite bridges the gap between front- and back-office systems.

Complex Selling Made Simple!



"It's our customers' engineering lead times that we have worked to reduce. This process once took four to six weeks to complete, but with Cincom's solution, it now takes us less than one hour."

– John Larabee, Director, Engineering Systems,
Siemens Electrical Motors

Are sales getting lost between your front- and back-office systems?

Each year, companies lose up to 20% of sales revenue because of manual, disconnected front- and back-office systems

– AMR Research

- Order processing delays due to “chasing the experts”?
- Microsoft Excel (and other tools) not integrated with IT systems?
- Configuration errors?
- IT bogged down with low-level requests?
- Antiquated systems that cannot support rapidly changing and increasingly complex offerings?
- Ineffective exchange of information and knowledge between sales, engineering, and manufacturing?



Configuration errors?

Reduce re-work by 55% on inaccurate orders.

Make the connection and realize greater sales effectiveness ...

- Reduce order processing time from 2 days to 2 minutes
- Cut lead times 50%
- Reduce re-work by 55% on inaccurate orders
- Decrease time to close a sale by 80%
- Reduce proposal generation time from 5 days to 15 minutes

See how complex selling just got easier for ...

Finance

Become more nimble than your competitors when you align business, IT strategies and streamline processes.

"(Cincom Acquire) allows for direct knowledge input eliminating reliance on a series of handoffs to get changes into the system."

– Randy Wissinger, Vice-President of Finance,
Dayton Progress

Operations

Reduce operational overhead.

Deliver consistent results on a day-to-day, quarter-to-quarter basis and cut rework.

"We have significantly reduced the number of people that actually process orders. Five years ago we had 20 people entering orders and today we have fewer than 10 people entering 3 times that order volume."

– Diane Resch, Business Analyst Team Lead,
Greenheck Fan

Sales Teams

Automate complex selling processes and experience the benefits of greater sales effectiveness.

Streamline and accelerate through guided selling and product configuration.

"We've cut proposal times from 3-5 days to approximately 15 minutes."

– Soren Brogaard Jensen, CTO E-Business Development
Manager, American Power Conversion

Information Technology

Experience time savings and cost benefits when you integrate disparate systems.

"We have integrated SAP with Cincom and with our new business intelligence, providing more information to make decisions—it suddenly makes us symbiotic with our customers."

– Thad Brockman, Manager of System Analysis and
Business Intelligence, Greenheck Fan



Engineers

Focus on strategic and creative endeavors when mundane, repetitive tasks are eliminated.

"This process once took 4-6 weeks to complete, but with Cincom's solution, it now takes us less than one hour, and the data generated by the system is certifiable."

– John Larabee, Manager, Engineering Systems, Siemens

Your Entire Organization-through Benefits from Microsoft.

Experience the benefit from Microsoft productivity products which maintain market leadership through R&D investments of over \$600 million annually.

Cincom Acquire allows engineers, direct salespeople, indirect channels, and customers to effectively collaborate using familiar Microsoft Office Business Applications (OBAs) such as Word, Excel, Project and Outlook. Training is minimal; your channels and customers can use the familiar Microsoft tools that they use everyday.

Need a collaborative solution to support team selling?

Make complex selling easier with a comprehensive solution suite, enhanced by a collaborative platform.

Cincom responds to your needs with a collaborative platform and these key modules:

Channel Collaboration Management

Cincom Acquire is built on the Microsoft Office SharePoint Server (MOSS), the most widely adopted collaboration platform in the world.

- Combine disparate systems and applications into one, single productive environment.
- Minimize the time spent on low-value administrative activities.
- Reduce the burdens of “information overload” for true time and cost savings.
- Realize the benefits of performance measurement and automated workflow.

Guided Selling and Product Configurator Software

- Grow sales channels rapidly.
- Improve revenue & profit.
- Configure the right solution and dramatically decrease rework.

Quotation and Proposal Management

- Create compelling proposals.
- Reduce proposal production time.
- Eliminate configuration and quoting errors.
- Simplify complex costing and pricing.

Project Bidding and Estimating

- Timely and accurate response to solicitations.
- Collaborative platform for engineers and sales.
- Accurate & traceable basis of estimate for increased profitability.

Contract and Order Management

- Increase customer loyalty and retention.
- Respond to customer behavior through condition-based follow-up actions.
- Monitor customer behavior in an efficient manner.
- Create accurate up-to-date information.

Cincom Helps Companies Empower Their Knowledge Workers

“Cincom made it easy for product specialists to use this system. They don’t have to be programmers. It has an intuitive interface that makes it easy for them to use.”

–Don Brekke, Vice-President IT,
Greenheck Fan Corporation

“More than impacting the reliability of the product, the Cincom Product Configurator ensures that the configuration is consistent and thus avoids construction errors that might lead to problems with customer satisfaction, costs, installation time, etc.”

–Giampietro Rappanello, IT Manager
SMIT TEXTILE, S.p.A.

Do you need an integrated solution to replace disparate systems?

INTEGRATE disparate systems and much more, with Cincom Acquire

Integrate people, processes, knowledge and systems.

Cincom Acquire delivers a depth of configuration and application functionality that supports the sale of complex products and services.

The five major modules within this composite application will improve processes specific to:

- Configure-to-Order
- Engineer-to-Order
- Contract-to-Order Manufacturing

“Cincom was one of a very few products that could even meet our criteria and is, by far, the most flexible and intuitive product we saw.”

– Randy Wissinger
Vice-President of Finance
Dayton Progress

Choose the modules and solutions to automate your complex selling process

Functionality	Modules	Configure-to-Order	Engineer-to-Order	Contract-to-Order
Contract and Order Management	Invoice Management			◆
	Order Management			◆
	Contract Management			◆
Project Bidding and Estimating	Program Management		◆	◆
	Bid Management		◆	◆
	Estimate Management		◆	◆
Quotation and Proposal Management	Proposal Management	◆	◆	◆
	Quotation Management	◆	◆	◆
	Inquiry Management	◆	◆	◆
Guided Selling and Product Configurator	Product Configurator	◆	◆	◆
	Guided Selling	◆	◆	◆
	Sales and Product Modeling	◆	◆	◆
Channel Collaboration Management	Opportunity Management	◆	◆	◆
	Product and Service Management	◆	◆	◆
	Organization Management	◆	◆	◆
	Business Rules Engine	◆	◆	◆
	Workflow Management	◆	◆	◆
	Integration and Automation	◆	◆	◆
	Forms Management	◆	◆	◆
	Reporting and Analytics	◆	◆	◆
Portal Administration	◆	◆	◆	

Cincom consolidates numerous disparate functions from inquiry management, estimating, proposal to configuration, ordering and delivery, and integrates them under one common application portal.

Discover Cincom Acquire Experience Cincom Domain Expertise

- For nearly 40 years Cincom has proved its domain expertise in automating and streamlining business processes for manufacturers in assemble-to-order, build-to-order, configure-to-order and engineer-to-order environments.
- AMR Research declared Cincom as being “best in class” in configuration rules maintenance and product attribute definition in complex manufacturing environments.
- Gartner’s Marketscope for Sales Configuration has given Cincom’s guided selling & product configurator a positive rating.

Cincom serves clients worldwide, including Air Products, BMW, Boeing, Cooper Power, Ericsson, Rolls-Royce, Siemens and Trane.



For More Information

Cincom and its partners deliver and support innovative software and services to simplify complex business processes. Cincom Acquire Solutions simplifies complex selling by delivering critical product, pricing, and process knowledge to the point of sale. For 40 years, Cincom has empowered thousands of clients worldwide to transform their businesses and outperform the competition by providing ways to increase revenue, control cost, minimize risk, and achieve rapid ROI.

For more information and additional resources, send an e-mail to acquire@cincom.com, or visit the company’s website at www.cincomacquire.com.

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