

DATA SHEET

Sell More Effectively with the Cincom Acquire™ Sales and Product Configurator

Consider the 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
- Draining Engineering's time by working on complex quotes
- Reworking orders several times to align them with customer needs
- Losing sales due to a lack of reseller training in order entry for customised products

The Cincom Acquire Sales and Product Configurator provides the tools that your sales force needs to effectively manage customers—fast, accurate, demand-driven responses.

Achieve Sales Success through a Winning Combination:

The Cincom Acquire Sales and Product Configurator Solution and Salesforce.com



The Cincom Acquire Sales and Product Configurator

Providing effective sales tools to your sales force is imperative to building a successful organisation. The Cincom Acquire Sales and Product Configurator captures and delivers critical application, product, pricing and process knowledge to the point of sale.

The Cincom Acquire Sales and Product Configurator provides:

- **Guided Selling** – Generates sales quotations that are 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.

More Effective Selling— Your Competitive Edge

From needs analysis and product configuration and pricing and financing to proposal and contract generation, the Cincom Acquire Sales and Product Configurator provides expert knowledge at the point of sale.

Make sales success your reality

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. The Cincom Acquire Sales and Product Configurator makes this dream a reality, while simplifying the most complex selling.

The Cincom Acquire Sales and Product Configurator brings together a product catalogue, configuration and quotation management, providing everything your sales force needs to win business.

Experience success with Cincom and Salesforce.com

The Cincom Acquire Sales and Product Configurator now integrates with Salesforce.com's on-demand platform to help automate complex sales and services.



Broaden Sales Channels and Lower Your Cost to Sell through These Benefits:

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

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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