

DATASHEET

FUNCTIONALITY TO STREAMLINE PRODUCTION

PRODUCT CONFIGURATOR™ ERP**WHAT WE DO**

Aptean Product Configurator is a bottoms-up, rules-based product configuration solution that streamlines processes from quoting to delivery for engineer-to-order (ETO), make-to-order (MTO), assemble-to-order (ATO), and configure-to-order (CTO) manufacturing companies. The solution features a powerful rule- and constraint-based guidance engine and point-and-click usability so customers can quickly and easily create more accurate pricing, product configuration, specifications, bill of materials (BOMs) and process routings.

THE COMPANIES WE SERVE

For more than 15 years, Product Configurator software has been used by custom product manufacturers in automotive, office furniture, and a wide range of specialized industrial and office equipment producers. Product Configurator software is being used by more than 145 companies of all sizes, including small emerging businesses, midmarket companies, and Fortune 500 firms.

HOW WE DELIVER

Product Configurator is a knowledge-based software system that gives customers industry-leading configuration tools that are easy to implement and maintain. Configuration support for products, regardless of complexity, is made easy by an internet-ready, web browser based interface. Aptean offers cloud services for Product Configurator, giving customers a quick, low-risk option for taking advantage of the solution.

By simplifying the collection and management of critical product data, the solution helps configuration-intensive businesses:

- Reduce quote cycle time by as much as 80 percent
- Reduce order entry errors by as much as 100 percent
- Reduce order cycle time by as much as 100 percent
- Reduce cost per customer transaction by nearly 100 percent
- Reduce engineering support by as much as 50 percent
- Increase margins because of better quoting
- Reduce time to market
- Decrease inventory levels by as much as 10 percent
- Increase sales productivity by as much as 50 percent
- Increase quotes generated by as much as 300 percent

WHY WE EXCEL

Product Configurator helps companies with a configuration intensive business model increase their competitive advantage by improving the efficiency of their quoting, pricing, order management, manufacturing, distribution, and other key processes. Product Configurator is based on a ground-breaking rules-based system approach to product configuration, which enables customers to solve their engineering and manufacturing configuration challenges and then streamline product selection and sales configuration processes. An experienced team of ERP, product configuration, business, program management, manufacturing, and technical consultants work with customers to support this tailored approach to solving their specific challenges.

PRODUCT CONFIGURATOR: FUNCTIONALITY THAT PERFORMS

Product Configurator delivers functionality that performs end-to-end. Designed specifically for companies with a dynamic, configuration-intensive business model, Product Configurator delivers best-of-breed software capabilities.

Product Configurator applications are created on a modern technology platform and leverage a robust repository of supply chain processes and product and industry configuration templates that ensure a rapid implementation and return on investment.

Here are some of the top reasons configuration-intensive manufacturers have chosen Product Configurator and have been glad they did:

Streamline all configuration-related business processes

Product Configurator software can be used to streamline all configuration-related business processes, including engineering, manufacturing, logistics, sales, and marketing. The solution can be implemented as a complete integrated enterprise solution or as an independent solution for specific business processes.

Manage all product content in one system

The solution provides a single location for all members of the business development, engineering, manufacturing, and operations teams to share essential information for designing, manufacturing, and launching products. The system manages all product related information, including Bills of Material, component attributes, design drawings, datasheets, and vendor information. Data is stored in a standard relational database to make it easy to update as products change and new products are introduced.

Integrate seamlessly with other solutions

Product Configurator software integrates seamlessly with an organization's other solutions, including ERP, MRP (material requirements planning), CAD/CAE (computer-aided design/computer-aided engineering), e-commerce, and other systems. The solution, which uses a powerful rule- and constraint-based integration engine, is compatible with most hardware and software platforms.

Compress the quote-to-delivery cycle

With Product Configurator, your sales force can work with customers to configure customized products, viewing design and pricing changes automatically as configuration modifications are made. This significantly reduces the time and effort to develop quotes that reflect product specifications and pricing that are 100 percent accurate.

Get visibility into configuration details

Product Configurator provides the tools that enable you to easily see detailed information in your configuration process. Users can actually see a model of the parent item being created as they select different options throughout the configuration process.

Use the solution on the Web and in other environments

You can execute production configuration concurrently or independently in either a client/server or thin web client environment, using one universal set of product configuration rules and objects.

PRODUCT CONFIGURATOR: END-TO-END EASY

Focused on solving your specific challenges

Product Configurator has been designed to help companies that make configuration intensive products more effectively manage the extreme variability in their day-to-day operations. The solution streamlines the movement, storage, and access to configuration data for everyone in your organization who needs it. These capabilities reduce order-entry time, increase the efficiency of producing accurate product configuration data product, and consequently reduce your quote-to-delivery cycle time. Product Configurator can be fully integrated with the sales, inventory, costing, and quoting modules of your ERP system.

Leveraging the right technology

Product Configurator was designed to complement your existing information technology (IT) environment and expertise. The solution is compatible with most hardware and software platforms and can be easily integrated with other business systems. The Product Configurator solution uses Java-based and utilizes JSP, XML, XSLT, JavaScript, and Java Applets for client interaction, as

well as application servers to provide a scalable, high-performance application environment. Systems are typically deployed on a Windows server using IIS for web and application services. They also can be deployed on any UNIX/LINUX server. Data is stored in a standard relational database.

Making it easy for the user

Product Configurator software provides users with real-time access to critical business information from a web browser or non-Internet environment. Through an easy-to-use interface, information can be acted upon by a collaborative team or a specific individual. Implementation is made easy and non-disruptive through the use of a proven methodology and available support from a team of software implementation experts who can help implement the solution and overcome any technical issues that arise. With Product Configurator, establishing user-defined rules and configuration settings doesn't require a software developer. For companies with global operations, Product Configurator applications offer the capability to work with multiple languages, currencies, and data formats.

Complementing your capabilities

The quality of Product Configurator software is complemented by an extensive offering of services and support. Experienced consultants can help you define the objectives of your implementation, identify the internal resources you will need, and develop a timeline and budget.

The Product Configurator consulting team leverages a rich library of product and industry configuration templates to ensure you implement the solution quickly and realize a tangible return on investment. In addition, direct, on-site support is available for training, customizing the solution, and addressing user-specific technical requirements.

PRODUCT CONFIGURATOR: DRIVEN SOLELY BY WHAT OUR CUSTOMERS NEED

At Aptean, our approach to your long-term success can be summed up in a few words: focus, collaboration, commitment, and continuity.

Focus

By focusing your business on complex products or services for a specific industry, you haven't tried to be all things to all people. Neither has the Product Configurator team. Product Configurator software has been developed exclusively for companies with configuration-intensive manufacturing business models. We understand and help companies like yours deal with the unique configuration issues you face every day.

Collaboration

To give you the functionality you need to succeed, we've adopted a collaborative process guided by a simple principle: You're best served when you tell us what you need and we deliver, rather than us telling you what we have or what we can develop.

To put this principle into action, the Product Configurator development process and the Aptean acquisition strategy are 100 percent driven by customers. We create multiple opportunities for customers to tell us what they need from their enterprise software solutions and to share their perspective on the challenges they face.

As part of this collaborative approach, we offer:

- Access to a special support site where customers can directly request enhancements to Product Configurator products
- Direct participation in the product development process, from defining requirements to reviewing product designs
- User group meetings with Product Configurator product experts
- Beta testing opportunities

Commitment

At Aptean, we understand that listening to customers is essential, but not enough. To be a true partner with our customers, we have to follow through on what you tell us. Product Configurator experts develop and deliver solutions that support every phase of the configuration and product management processes. At Aptean, we're committed to helping you meet the challenges you face today and will likely face in the future. Our best-practices product definition and development are complemented by the Aptean commitment to only acquire companies that strengthen what we can do on behalf of customers in our targeted industries.

Continuity

Product Configurator experts serve the enterprise software needs of companies in a wide range of industries with complex product configuration challenges. Backed by the vision and financial stability of the Aptean Corporation, Product Configurator is positioned to extend this record of customer-driven innovation, product excellence, and quality service and support well into the future.



More than 9,000 customers around the world rely on us to give them a competitive edge. By providing innovative, industry-driven enterprise application software, Aptean helps businesses to satisfy their customers, operate most efficiently, and stay at the forefront of their industry.

For more information, visit: www.aptean.com