SmartCatalog™ Portal Edition

*100% Out Of The Box
Fast & Easy Deployment*

Key Features

- ✓ 100% Integrated to CRM

- ✓ 100% Accurate Quote Generation via the Web

- ✓ 100% Accurate Order Generation via the Web

- ✓ Quote to Order Management via the Web

- ✓ Intelligent Guided Selling and Configuration via the Web

- ✓ Profile Management via the Web

SmartCatalog™, Making the Complex Sale Simple via the Web!

Empower your customers, partners and distributors with the intelligence and guidance needed to process valid quotes and orders on the web by extending SmartCatalog™ to them via a secure web portal.

Grow Profits

SmartCatalog Portal Edition™ benefits your company and all the ways you sell—sales people, channel partners and distributors. With accurate, responsive quoting and ordering capabilities, partners and distributors can respond accurately and quickly to customer needs. These same capabilities deliver visibility into your channel relationships, enabling you to optimize your channel forecasting, order processing and transaction settlement processes. The end result is more profitable distribution of your products and services with higher customer and partner satisfaction.

Coordinate Channels

SmartCatalog Portal Edition™ enables you to centralize your sales force and channels, increasing efficiency while improving the customer's experience of your company, regardless of how they purchase your products and services. SmartCatalog™ helps you optimize your partners' and distributors' processes, as well as your own internal sales processes making channels boundaries transparent to customers.

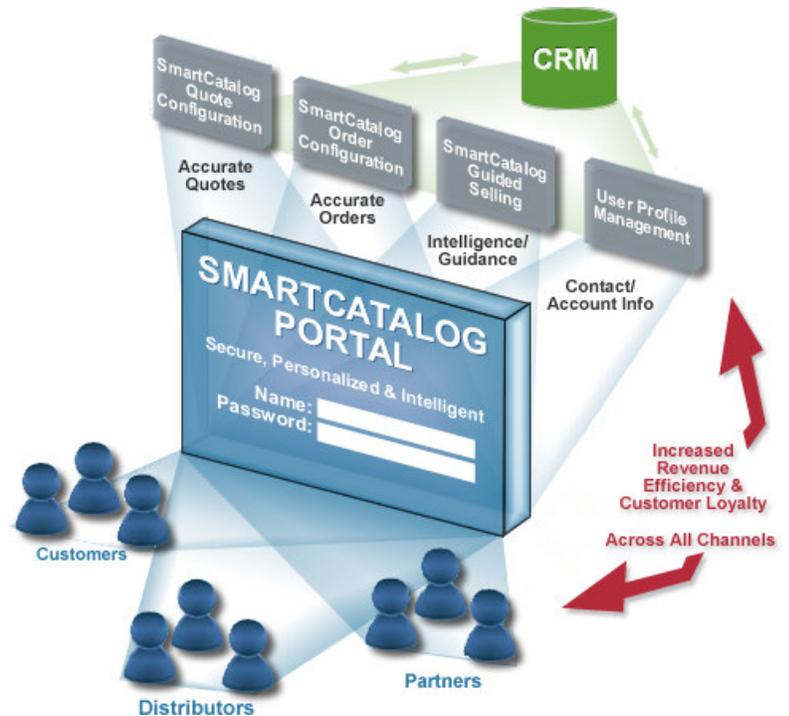## Increase Revenues and Reduce Costs

Empower your customers' ability to purchase while reducing your costs of sales. SmartCatalog's integration and automation capabilities help accelerate processes, prevent process errors, facilitate communication and ensure correct, timely distribution of orders and information across multiple channels.

Deploy Quickly and Successfully

Our out of the box, integrated with CRM capabilities allow us to deploy new SmartCatalog™ solutions via Fast Path implementation within 30 days, guaranteed. Your company can begin receiving a return on its SmartCatalog™ investment immediately.

Enhance Existing CRM Investments

SmartCatalog™ Portal Edition integrates seamlessly with leading CRM systems enabling partners and customers to create quotes and orders on-line which are stored as opportunities, quotes and orders directly in the CRM database. SmartCatalog Portal Edition user profiles reside within the CRM Contact database, allowing users to update and maintain their profile information directly into CRM.

Key Benefits

✓ **CRM Integration**
The Smart Catalog™ is 100% integrated with leading CRM applications allowing your sales people as well as partners and customers to generate accurate quotes and orders that reside in CRM.

✓ **Lower Total Cost of Ownership**
Traditionally, configurators and web-based interactive selling systems have been extremely expensive making them difficult to justify. The SmartCatalog™ delivers robust capabilities at a cost effective price.

✓ **Implement in 30 Days or Less**
SmartCatalog™ Fast Path Implementation Services provides an approach to implementing sales configuration in a short, fixed timeframe at a fixed cost. By taking advantage of this offering, companies shorten the time to up-front results, verify that the solution is right for the organization, and benefit from a technology platform that also provides the long-term flexibility they need.

✓ **Extended to the Web**
Extend the same quoting and ordering capabilities to your customers and partners via the internet with SmartCatalog Portal Edition.

Create an environment that helps and rewards your customer for doing business with you!

Contact Endeavor Commerce:

877-330-9564 ext. 3

smartcatalog.com

info@smartcatalog.com

SmartCatalog™ Portal Edition Functionality

SmartCatalog™ Provides all the functionality you need to quickly create your own powerful, web-based selling engine enabling your customers, partners and distributors to self-service via the web.

Product Catalog

SmartCatalog allows you to create an online Product Catalog to allow quick and easy quoting and ordering. The Catalog can be updated in real time and easily maintained by your staff utilizing CRM and SmartCatalog™ administration.

Product Configuration, Product Bundling and Pricing

SmartCatalog™ eliminates the complexity involved in correctly configuring a solution by enforcing your product configuration, product bundling and pricing rules during the quoting and ordering process. It replaces the sales staff, pricing manuals, and product catalogs customers and partners typically need to consult in order to obtain accurate information.

Guided Selling

Guided Selling intelligently walks partners and customers through a set of questions to determine the customer's specific requirements, preferences and priorities. Based on the detailed needs analysis, SmartCatalog™ recommends products and services and pre-configures solutions that best meet the customer's needs.

Quote/Order Management

SmartCatalog™ can help eliminate manual quotes and order entry. Distributors, sales representatives, and/or customer users can create quotes and submit orders online that flow automatically into CRM. A full quote and order history will be available.

Profile Management

SmartCatalog™ will enable partners and customers to see only the products and services that are relevant to them. And they will be able to maintain their pertinent contact information like addresses, phone numbers and e-mail addresses via the web ensuring you CRM system always the most current information.

Administration

The SmartCatalog™ Rule Manager provides an easy-to-use user interface for creating product catalogs, authoring product/service/bundling/pricing rules, managing guided selling wizards and controlling user security. The Rule Manager empowers business users with the product and market intelligence to quickly implement and maintain SmartCatalog™ significantly cutting down on the time-to-market and administrative costs.

Making the Complex Sale Simple™