

FACT SHEET

e-Con Sales and Product
Configurator for Microsoft Dynamics NAV

Benefits

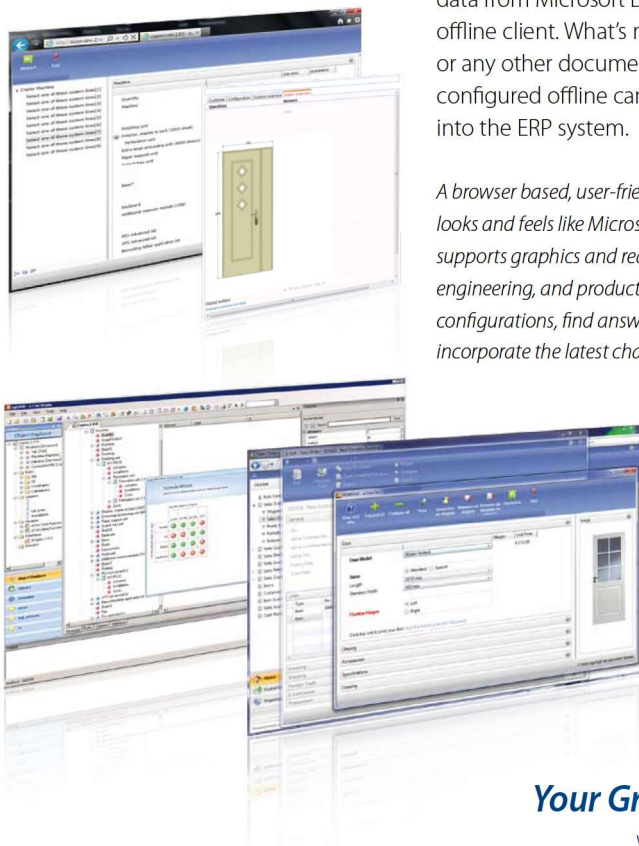
- **Simplify complexity with guided selling.** Quickly generate quotes for even the most complex products and services. e-Con offers a guided sales questionnaire that enables any salesperson to create a rich proposal in a matter of minutes.
- **Deliver a solution people will want to use.** e-Con offers an intuitive interface that enables people to quickly navigate and search product and pricing portfolios, and provides flexible guidance for building configurations and quotes.
- **Combine sales and product configuration in one solution.** After you create the quote, e-Con adds all necessary information—such as products, bills of materials, routings, and prices—to Microsoft Dynamics NAV. This helps increase efficiency, eliminate redundancy, and reduce chance of errors.
- **Easily create customer-ready proposals.** Dynamically generate documents, including spec sheets, quotes to order, and terms of delivery, in the format your client prefers: Microsoft Office Word, Microsoft Office Excel, or HTML.
- **Reduce waste.** Capture customer requirements and then quickly convert them into product or service specifications. e-Con embeds business rules, constraints, and exceptions to ensure accurate bills of materials, routings, pricing, and cost calculations.
- **Enable mobile productivity with the e-Con Smart Client.** e-Con is built to help your mobile sales force work faster and smarter to beat the competition and close sales. At all times, they're equipped with the latest product and pricing information, so they can create quotes and technical proposals at the same time that they're meeting with their customer.

Companies offering customer-specific products and services have always faced the challenge of producing better results, while offering high-quality custom products or services at competitive prices.

Transform these challenges into profitable results with e-Con, a powerful, user friendly, sales and product configurator that integrates smoothly with Microsoft Dynamics NAV. e-Con enables manufacturing, distribution, and service companies to enhance flexibility and configure products, services, projects, quotes, and prices.

Many configurator solutions offer limited integration with enterprise resource planning (ERP) systems and use proprietary databases that require time-consuming uploads of information. e-Con offers full integration with Microsoft Dynamics NAV and works directly with the ERP system database. Configuration results can be pushed quickly to any area of Microsoft Dynamics NAV. And with the e-Con Smart Client, your people can replicate any data from Microsoft Dynamics NAV to the offline client. What's more, quotes, projects, or any other document and transaction that's configured offline can be synchronized back into the ERP system.

A browser based, user-friendly interface, that looks and feels like Microsoft Dynamics NAV and supports graphics and real-time visualization. Sales, engineering, and product teams can quickly modify configurations, find answers to questions, and incorporate the latest changes in information.



Features

Business-Rules Engine	<ul style="list-style-type: none"> A declarative business-rules engine automatically checks related business rules when a parameter or configuration question is altered. Users are not bound to a single, directional, sequential flow of questions; instead, they can start at any point in the process with the assurance of accurate results. The rules engine supports configuration and re-configuration processes, including checks on new model versions. The rules engine is also able to check on existing configurations to prevent redundant information.
Flexible User Interface	<ul style="list-style-type: none"> The Web-based configuration solution presents the user interface (UI) in a Web browser and provides the required flexibility for a dynamic or static build-up of configuration questions. Theme selection allows users to adopt the look and feel of Microsoft Dynamics NAV. Customizable UI capabilities include obligatory field settings, help text, custom buttons, and navigation by tab pages, tree, or both.
e-Con Studio	<ul style="list-style-type: none"> Within e-Con studio, people have the flexibility to construct models and business rules, simulate created models, and build models with reusable sub-models. The intuitive, graphical environment provides crucial functions and attributes, giving excellent power and flexibility. Wizards allow people without programming knowledge to create logic easy and fast. The studio's library function also provides access to external data sources. Using e-Con Studio, the sales force can meet complex customer demands instantly.
Offline Capabilities	<ul style="list-style-type: none"> The Smart Client application can run offline on portable computing devices, which enables sales people to work effectively with customers, quickly transfer updates across systems, and exchange information with Microsoft Dynamics NAV. The Smart Client can be installed on a laptop in minutes and synchronized whenever the mobile device reconnects with the server
Microsoft Dynamics NAV Integration	<ul style="list-style-type: none"> e-Con offers out-of-the-box integration with Microsoft Dynamics NAV. This integration includes a modeling environment used to map directly from e-Con to Microsoft Dynamics NAV. The mapping includes every table in Microsoft Dynamics NAV, allowing e-Con to go further than standard product configurators. In Microsoft Dynamics NAV, e-Con enables product and project configurations, CRM quotes, sales orders, customers, and more.
Web Site Identity	<ul style="list-style-type: none"> You can deploy e-Con under your corporate branding and identity on the Internet or intranet, while maintaining robust connectivity with Microsoft Dynamics NAV. Self-service capabilities deliver support 24x7 to your customers, business partners, and sales force, regardless of their location. You can also create quotes within the e-Con portal and then push them to Microsoft Dynamics NAV after approval. Configurable portal functionality ensures effective configuration management, including the capabilities to verify quotation status; review configurations; create, manage, and generate reports; select, copy, and create new versions; and delete, send forms and reports in e-mail and print. What's more, you can fully customize the layout, styling, and portal content.
Database Independent	<ul style="list-style-type: none"> To ensure maximum flexibility and reduce complex and costly data synchronization, e-Con is designed to work as an intelligent layer on top of any database, from a simple Microsoft Office Excel spreadsheet to a comprehensive Microsoft SQL Server database. You can construct configuration models based on Microsoft Dynamics NAV and still have the flexibility to add price and product information from one-time suppliers.
Templates and Document generation	<ul style="list-style-type: none"> Create quote and order templates as needed, or use pre-set templates defined by role, product, process, customer, and more. All other configuration fields are default-filled. Documents can be created for any purpose with the information used in the configurations and can be printed in Microsoft Office Word, Microsoft Office Excel, and HTML formats.
Architecture	<ul style="list-style-type: none"> e-Con is built with and on the Microsoft .Net platform (C# engine). Its core architecture is designed around the latest XML technology with open architecture, which allows companies to easily integrate and embed e-Con. Examples of established integrations include CAD (CAD AutoDesk and CAD NX), and CRM (Microsoft Dynamics CRM and Siebel CRM) systems.