

Key Differentiators

- Guided Selling
- Portal Solution – Out of the box
- Lead Generation
- UI optimized for sales
- Best of Breed
- Superior Administrative Console
- No additional databases required
- 100% .NET

Key Benefits

Reduce Costs

- Eliminate re-quotes and reduce returns with accurate quotes and orders.
- Reduce cycle time with streamlined and automated quote-to-order process.
- Reduce FTE required to support quote-to-order process.
- Reduce sales support costs with web self-service.

Increase Customer Satisfaction, Revenue & Margin

- Quote it fast and fulfill it fast.
- Get it right the first time.
- Allows dealers to quote/order 24/7 when they need it via the web.
- Service new, untapped markets/geographies via the web.
- Increase quoting efficiency = more time to add value to customers.
- Reduce goodwill margin loss due to re-quotes.
- Better visibility and business intelligence.

Call Blytheco

800-425-9843

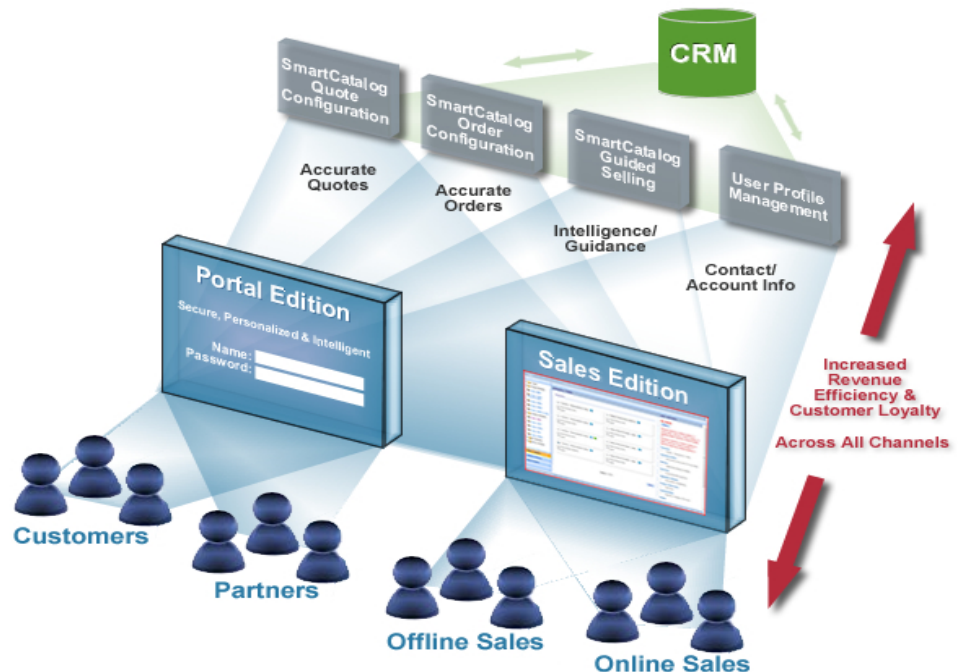
www.blytheco.com

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FAST AND ACCURATE QUOTES ACROSS ALL SALES CHANNELS

SmartCatalog™ delivers proven sales configuration and guided selling solutions extending fast, accurate quotes and orders directly from Sage SalesLogix to all sales channels – including employees, partners/distributors and customers. SmartCatalog™ helps companies around the world leverage their SalesLogix deployments to increase revenue, reduce cost and increase customer loyalty.



Product Configuration and Bundling

SmartCatalog™ eliminates the complexity involved in correctly configuring a customer's solution by enforcing product configuration and bundling rules during the quoting process.

Pricing

The SmartCatalog™ rule engine enables complex pricing scenarios, consistently and accurately enforcing sophisticated rule-based pricing strategies, including geography, channel, quantity, effective date, margin and other parameters.

Guided Selling

Guided Selling intelligently walks users through a set of questions to determine the customer's specific requirements, preferences and priorities.

Proposals

SmartCatalog™ provides a summary of the entire sales process in a professional, branded proposal.

Rule Manager

The SmartCatalog™ Rule Manager provides an easy-to-use user interface for creating product catalogs, authoring product/service/bundling/pricing rules and managing guided selling wizards. 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.