

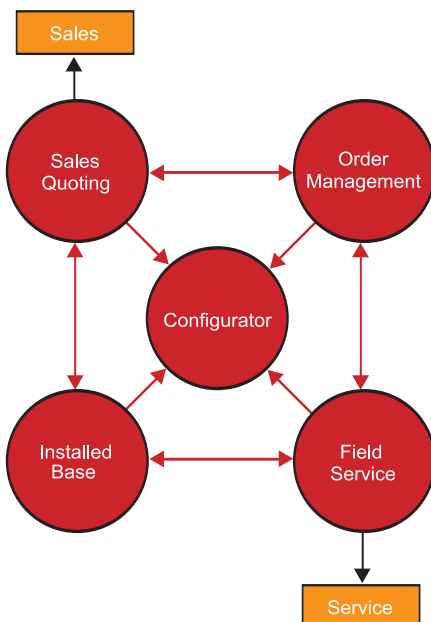
## FULLY INTEGRATE AND AUTOMATE SALES, ORDER AND FULFILLMENT PROCESSES.



### CONFIGURED QUOTE TO ORDER

Leveraging your existing Oracle investment and utilizing Configurator as the engine, Keste unifies your front office (CRM) and back office (ERP) with fully-integrated, automated sales, order and fulfillment processes. These integrated processes include built-in intelligence that improve the accuracy and efficiency at each step.

Keste automates and integrates the quote order process. Using Oracle Configurator, Keste successfully unites the leads, opportunities, quotation and proposal processes with manufacturing and delivery processes.



### BENEFITS OF CONFIGURED QUOTE TO ORDER

Ultimately, Keste's Configured Quote to Order solutions do one key thing that drives the success of the operation: **storage of and access to all customer transactions with complete history that helps you make intelligent decisions.** Through this very straightforward, yet complex approach, the business benefits couldn't be more clear:

- **You will know customer history** – what was proposed, purchased, built, shipped and installed - this translates to better advice, better upsell/crosssell, better quotations, and better performance
- **You will know what's under warranty** – enabling you to capture maximum services revenue while providing the best customer service possible
- **You will be more efficient in the eyes of your customer** – delivering the right quotes, the right information, the end solution, faster than ever before, and with the accuracy demanded by customers in the Service Economy

### LEVERAGING ORDER MANAGEMENT

Keste also leverages Order Management to enable a configured order to flow completely through. This includes setting up contracts, billing and other related order functions. The result:

- Reduced fulfillment costs
- Reduced order fulfillment cycle time
- Improved order accuracy
- On-time delivery

## ORACLE CONFIGURATOR

Oracle Configurator delivers configuration and batch validation for sales, manufacturing and service applications, and so much more. Oracle Configurator is part of the Oracle E-Business Suite, an integrated set of business applications that delivers complete process automation and complete information.

Whether you implement one product/process at a time or multiple products/processes, Oracle Configurator helps you achieve more accurate transactions and improve your business operations while reducing errors.

## PLATFORM FOR THE FUTURE. PROCESS FOR SUCCESS.

Configurator works hard when and where you need it – for all your customer supporting functions. Configurator is the central hub for a unified experience from the initial sale through the life of the customer relationship. By uniting key functions in Sales, Manufacturing and Service, Keste leverages Configurator's power to push your company forward.

Configurator delivers integrated configurations with validation to your sales, manufacturing and service areas. Keste mobilizes Configurator to deliver centralized configurations that are accessible and integrated with the entire Oracle Suite, truly uniting your company around your customers' requirements.

## KEY FEATURES OF CONFIGURATOR

### Guided Selling

- Robust environment for capturing customer requirements and matching their needs and preferences to the best possible solution
- Interactive, bi-directional system allows customers to explore multiple scenarios in a flexible, easy-to-use fashion
- Puts the expertise of your most effective sales representative into your sales configurator, ensuring valid product and service configuration, and increasing customer satisfaction, loyalty and retention

### Feature/Option Selection

- Real-time, interactive configuration engine provides instant feedback about selection impact
- Non-linear, interactive feature/option selection allows users to look at "what if" scenarios
- Constraint-based reasoning ensures that each configuration results in a valid order

### Business Process Integration

- Perform full cycle integration within the business environment integrating with order management, installed base, and sales and service

### Summary Information

- Provides list of selected configuration options, quantity, list price, discounted price, extended price and total price

### Multiple User Interfaces

- Multiple user interfaces can be run from the same configuration model
- Supports unique look, feel and flow required for multiple sales channels
- User interfaces can be customized with graphics, fonts, colors and layout styles to reinforce corporate and product branding

keste \ kest \ n. [old world language derivative]:

A culture that is mobile, productive, and effective.

That's our philosophy and it's the core of our solutions that power your company's productivity anywhere and everywhere.

[www.keste.com](http://www.keste.com)

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## ENGAGING KESTE

Keste takes a long range view of your solutions and delivers agile, high impact projects that are quick, measurable, and effective. Our implementations are purposefully lean so they can be achieved efficiently and at the same time offer operational readiness.

Visit us at [www.keste.com](http://www.keste.com) to learn more.

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