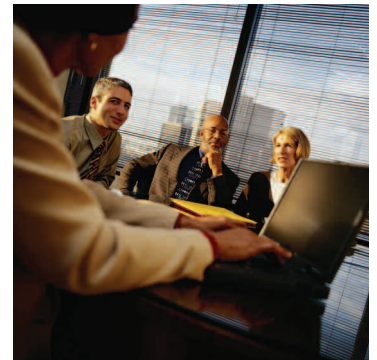


Cincom Acquire™ Project Bidding & Estimating

Reducing Commercial Risk in Bidding and Estimating within the Enterprise



Introduction

The growth of the global market has brought with it tremendous opportunities for the Engineer-to-Order industries, but has also created the need for increased product variety and collaboration within a far more competitive landscape, in which the time scales for delivering bids are being slashed.

The effort and cost of bidding has risen dramatically, but companies are frequently failing to capitalise on their investment in resources. All too often the bid is compromised by inaccuracy in estimates and by struggling to hit the bid deadline, which without a doubt makes an impact on the chance of winning the business.

Business Challenges Facing Engineer-to-Order Industries

- Globalisation
- High cost of sale
- Low return-on-bid investment
- Reduced time scales and deadlines
- Coordination of bid teams
- Risk management
- Poor systems and data integration
- Skills shortages

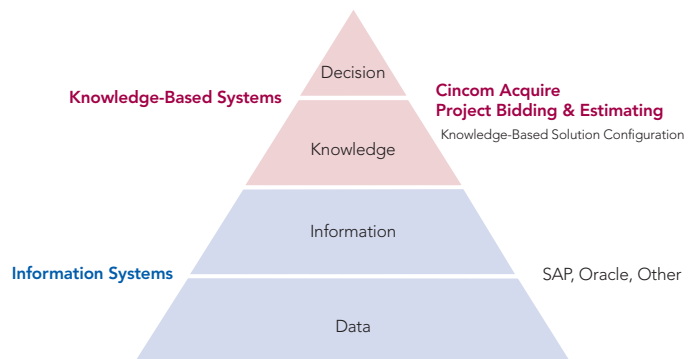
Climbing the Value Chain

The most successful companies are those with high innovation and a commitment to maximising their intellectual capital.

In a world where end-customer solutions are becoming increasingly complex, there is an imperative to capture and retain “best practice” knowledge in all aspects of the sales and fulfillment process. Definition and use of standardised, knowledge-based processes is the key to maximising efficiency, accuracy and quality in the bidding process.

Most companies have already made significant investments in information systems that process transactions and manage data. However, very few have made the additional investment in the knowledge-based technologies that harness corporate data and transaction processing systems into a streamlined, standardised bidding process.

Cincom Acquire Project Bidding & Estimating allows companies to define and capture their unique business knowledge in a “best practice” bidding process – combining data from multiple systems with process knowledge to maximise profitability and climb the value chain.



Moving from Data to Knowledge-Based Solution Delivery



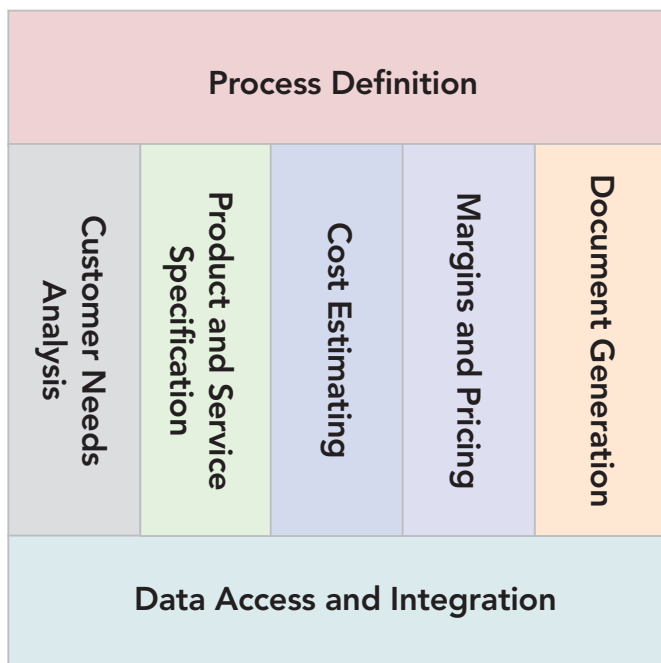
“We have always defined our success by the success of our customers.”

– Thomas M. Nies, President, Cincom Systems, Inc.

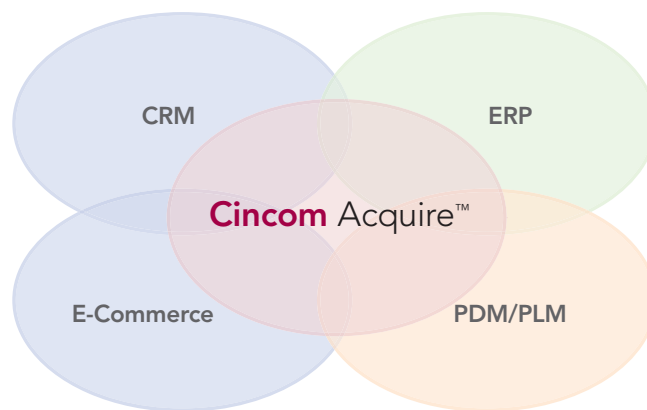
The Solution

Cincom Acquire Project Bidding & Estimating caters to the most comprehensive estimating requirements and is a complementary application that works with your existing PDM/PLM/CRM and ERP systems. It provides:

- Process definition
- Product and system configuration rules
- Service specification
- Commercial pricing rules
- Cost estimating rules
- Margin analysis
- Proposal preparation and management
- Document generation
- Best-practice collaborative bid processes
- Catalogues of items and activities
- A historical database of estimates
- Integration to supply chain
- Integration to engineering systems
- Pre-packaged integration accelerators
- Integration with desktop applications such as Microsoft Word and Excel



Cincom Acquire



Cincom Acquire Complements Your Existing Applications

Why Consider Cincom?

- **Expertise** – Cincom excels at “Engineer-to-Order,” the most complex of manufacturing strategies, and is widely considered by analyst firms, including Gartner and AMR Research, to be a leader in this market space*.
 - * AMR Research declared Cincom as being “best in class” in configuration rules maintenance and product attribute definition in complex manufacturing environments.
 - * Gartner rated Cincom very positively in a recent MarketScope Configuration report.
- **Corporate Profile**
 - Over 40 years of experience in the software and services market.
 - More than 5,000 customers in 26 countries.
 - The skills, infrastructure, experience and knowledge that have spanned five decades of success.

For More Information

Cincom and its partners deliver and support innovative software and services to simplify complex business processes. Cincom Acquire simplifies complex selling by delivering critical product, pricing and process knowledge to the point of sale. For 40 years, Cincom has empowered thousands of clients worldwide to transform their businesses and outperform the competition by providing ways to increase revenue, control cost, minimise risk and achieve rapid ROI. For more information and additional resources, contact us by phone or e-mail at one of the regional offices quoted on the back page or visit the company's website at www.cincomacquire.com.

Consider some of our customers:



Call us now to see how you can be sharing the same benefits as our customers.

Or visit our website www.cincomacquire.com.

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FORM QO061205-1-A4 3/09
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