Serious Competitive Power in a Simple Application

How much more competitive would your business be if you could immediately connect all of your company's intellectual capital at the point of sale? With Cincom Acquire Express, unite all of your experts’ knowledge in engineering, manufacturing and pricing, and put it at the fingertips of your sales team and dealers. The Cincom Acquire Express configuration, pricing, quoting and proposal capabilities are backed by the world’s smartest knowledge engine for 100% accuracy. It’s time to win more business.
Guided Selling
Sell more with CAE guided-selling capabilities. CAE simplifies and automates the deployment and maintenance of complex product options. Accurately analyse customer needs and guide them to the right products and specifications. Deliver on-demand information to buyers, and identify and recommend complementary products and services using Acquire's intelligent cross-selling and upselling capabilities.

Product and Service Configuration
Cincom Acquire provides a knowledge-based, configuration and modeling environment powered by the Cincom Guru knowledge engine. This gives you the unprecedented ability to automate, streamline and control your sales and configuration processes. Sales teams and dealers no longer need to “chase down the experts” to get the knowledge they need to put together pricing and quotes for configured products. All information is now available at the point of sale, in real time, making it easy for customers to buy from you and ensuring that your representatives spend their time selling. Your administrators have control of the user experience. Behind the scenes, the Cincom Guru knowledge engine provides intuitive, graphical tools to manage decisions, constraints and recommendations.

Declarative rules minimise maintenance and ensure that customers “get the right product” and that you “get the product right.”

Complex Pricing and Discounting
Acquire supports unlimited, standard product price lists in multiple currencies. It also has the ability to return a calculated price based on the specific options or components selected by the user (feature-based pricing). In addition, advanced, comprehensive, rule-based pricing, bundling and discounting is managed through the Cincom Guru knowledge engine either for individual quote lines or for the entire quote. As new products or services are added to the product catalogue, Acquire's intuitive administration capabilities make it easy to maintain all associated price lists, along with the product and service details. Acquire also supports the costing and pricing of “customer specials” on an exception basis.

Proposal and Document Generation
Acquire makes it fast and easy to create professional, customised, content-rich proposals that will impress your customers and help you win more business. Documents and configured content can be generated in multiple languages. Simply select the document content required, pick a language and then click “generate” to instantly produce a high-quality, branded quote or proposal. This can be done even as your salespeople are sitting in your customer's office.

Foundation Data
Acquire easily helps you manage all of the master data that's required to make the quoting and proposal process as fast and easy as possible.

Accounts and Contacts
Acquire supports an unlimited number of accounts in user-defined categories such as customers, prospects or partners. Accounts can be created or maintained right inside the quote creation process and can contain an unlimited number of contacts.

Price Lists
Acquire enables authorised users to maintain product pricing data easily and quickly. Products can have a default price and cost along with multiple price lists in any currency.

List Maintenance
Acquire Express provides selection lists to ensure that customers, products and quotes are properly classified for processing and analysis. Some examples include: Product Type, Quotation Type and Status. These lists can be defined and maintained by your administrators to accommodate workflow and reporting needs. List descriptions can also be maintained in multiple languages as required.
Advanced Product Catalogue

Product Definition
The Advanced Product Catalogue provides a visual and intuitive way for any user to navigate and locate a solution to be included in any quote. The catalog is intelligent in that administrators can build rules to determine the products, prices and supporting content visible to any user based on their role.

The catalogue provides intuitive functions to manage detailed descriptions, technical specifications, product-feature highlights, images, associated literature and configuration templates all in multiple languages making it easy for a business user to administer. The catalogue supports definition of standard stocked items and services, dealer-delivered components, as well as configured products, services and solutions.

Product Options
Product Options Management provides a simple repository for all configuration options (components and features) used to configure a solution. Each feature and option is defined along with supporting multi-language descriptions, images and text that can be used in knowledge-based configurator models and in the quote and proposal documents that are generated for the customer.

Customer Specials
The Advanced Catalogue allows the administrator to identify whether “customer specials” are permitted for any configuration options (allow request for one-off components to support unique configurations that are not available as selectable options in the configuration rules). CAE provides the process flow to support the request, definition and pricing of “specials.” Once defined, “customer specials” can be “one-off” (unique to a given quote/account) as well as reusable (utilised across multiple quotes/accounts). Specials can be included in quote and proposal records that are generated for the customer.

Deploy Your Solution in the Cloud or On-Premise – It’s Your Choice
Acquire Express is available in the Cloud or as an on-premise solution that’s easy to implement and use via your desktop, laptop or mobile device (iPad and Android). Close deals anywhere, anytime.

Powered by Cincom Guru
The Right People, Making the Right Decisions, Right Now!
Cincom Guru is a simple-to-use, knowledge-based environment that powers Cincom Acquire. Guru automates business rules to integrate knowledge into your existing systems and processes. Applications supported by Guru enable business experts to easily input their critical knowledge using intuitive, graphical tools. Business users can create, modify and manage rules that automate complex decisions, validate choices and configure their products, prices and proposals – all without the need for programmers. For more on Guru, see the Guru Data Sheet or go to guru.cincom.com.

Easy to Extend and Integrate
Acquire Express provides out-of-the-box web services and XML messaging as the foundation for integration with your existing systems and enterprise applications.

The system administration functions also allow the Acquire Express functionality to be extended by defining custom menu actions; event-driven processes, reports and analytics; and by adding new fields as required all without any need to manually extend back-end databases or recompile applications.

Extend Sales Power to Your Dealers, Distributors and Reps
Acquire Express puts powerful pricing, quoting and proposal tools at the fingertips of all your dealers, making it easy for them to buy from you.
Cincom Acquire Express
On-Premise Deployment System
Requirements

Web Server requirements:
• Microsoft Windows Server 2008 or Microsoft Windows Server 2008 R2 (Standard or Enterprise Edition)
• Microsoft IIS 7.0 or higher
• Microsoft .NET Framework 3.5 or higher
• Microsoft Report Viewer 2008
• 4 GB RAM or higher (8 GB recommended)

Database Server requirements:
• Microsoft Windows 2008 R2 Server or Microsoft Windows Server 2008 (Standard or Enterprise Edition)
• SQLServer 2008 R2 or SQL Server 2012 (Standard or Enterprise Edition)
• 2 x Dual core 2.0 GHz or higher recommended
• 4 GB RAM minimum (8 GB recommended)
• 10 GB MB Disk Available
• Network: 100 mbps minimum, 1000 mbps recommended

Configuration Server
• Microsoft Windows 2008 R2 Server or Microsoft Windows 2008 Server (Standard or Enterprise Edition)
• 2 x Dual core 2.0 GHz or higher is recommended
• 4 GB RAM minimum (8 GB recommended)
• 1 GB MB Disk Available
• Network: 100 mbps minimum, 1000 mbps recommended
• Microsoft IIS 7.0 or higher
• AJAX ISAPI Web Service Extension
• .NET Framework 3.5 or higher

Document Generation Server
• Microsoft Windows 2008 R2 Server or Microsoft Windows 2008 Server (Standard or Enterprise Edition)
• 2 x Dual core 2.0 GHz or higher recommended
• 4 GB RAM minimum (8 GB recommended)
• 10 GB MB Disk Available
• Network: 100 mbps minimum, 1000 mbps recommended

Let’s Talk
Tell us about your sales challenges and let us help you make selling complex stuff simple.

You can contact Cincom by phone or e-mail at one of the regional offices quoted below.

www.cincom.com.au

Contact our Australian offices:

Sydney
Cincom Systems of Australia
Level 4 Avaya Bldg., 123 Epping Rd.
North Ryde, NSW, 2113
Tel: +61 2 8875 1400
Helpdesk: 1 800 022 871
Fax: +61 2 9888 9949
E-mail: info@cincom.com.au
Web: www.cincom.com.au

Melbourne
Cincom Systems of Australia
Level 8, 350 Collins Street
Melbourne, VIC 3000
Tel: +61 3 8601 1116
Helpdesk: 1 800 022 871
Fax: +61 3 8601 1136
E-mail: info@cincom.com.au
Web: www.cincom.com.au