



# SalesBUILDER™ 2015 Enterprise

Product and Solution Configuration: Complexity Without Compromise

Versata's SalesBUILDER 2015 Enterprise provides unprecedented configuration software to give build-to-order and engineer-to-order businesses a competitive edge, setting the standard for configuration capability that no other software solution can approach.

## Business Benefits

- Easily and efficiently configure products, solutions and bundles
- Streamline sales process to improve efficiency and generate faster sales cycles
- Eliminate errors in opportunities, quotes, and contracts
- Opportunity to increase deal size through upsell and cross-sell
- Ensure consistent pricing and discounting
- Faster response to market and competitive pricing pressures

## Features

- Dual-mode technology to allows companies and their partners to seamlessly configure products both on-premise and via the cloud
- Eclipse-based environment for creating, editing, and testing models
- Backwards compatible, allowing customer to embrace history and maintain their investment

For decades, companies have struggled with the balance between creating a robust, customizable product, and offering it simply and easily to customers. The two missions have long opposed each other – the more complex the product, the more difficult the product is to sell, and the more costs the company will endure in order processing, selling through channels, and creating new products.

The benefits to offering customers choice – to creating a solution that is customizable and therefore complex – are significant. Product robustness creates a competitive barrier to entry. The solution will have market appeal if it is the most flexible and customizable version available. And the corporation producing the product can achieve leverage in advanced manufacturing processes, further separating itself from the competition.

## SalesBUILDER 2015 Enterprise

SalesBUILDER 2015 Enterprise helps companies with dynamic, configuration-intensive business models turn the complexity of their business into a competitive advantage by configuring their most complex products and solutions quickly and efficiently.

## Sell Smarter—not Harder

SalesBUILDER's patented technology has set the standard for configuration capability that no other software solution can approach. High-technology manufacturers, telecommunications, automotive industries and service companies have put the solution to the test, requiring engineering level representation of products, multiple dimensions of optimization, simultaneous needs-driven and parts-driven configuration, and the need for resource provision and consumption.

# Customize Complex Products, Services and Bundles

## Proven Technology

Working with Versata, industry-leading companies have found a way to offer complexity without compromise – customizability without costs. These companies have embraced configuration technology that allows sophisticated knowledge to be represented in a robust sales system – usable by all sales people, channels, and customers themselves.

## Next Generation Configuration Solution

SalesBUILDER 2015 Enterprise takes enterprise sales to the next level, empowering your salespeople and channel partners to quickly and accurately assemble and price deals that move more efficiently and expeditiously through the pipeline.

SalesBUILDER's configurator performs critical operating functions, serving as the artery that pumps information between engineering, manufacturing, product marketing, and sales. SalesBUILDER combines engineering rules detailing how to construct a product with manufacturing constraints on how to build it and marketing specifications on what should be sold. SalesBUILDER 2015 Enterprise delivers solution-selling capabilities to every customer touch point worldwide, with Internet deployability and support for 86 languages.

SalesBUILDER 2015 Enterprise fully leverages existing models and interfaces, ensuring that current companies that rely on SalesBUILDER to power their CPQ needs will have ready access to the functionality of SalesBUILDER 2015 Enterprise.



Empower your sales force and channel partners to create custom product configurations for your most demanding customers.

## 12-Month Certified Platforms

OS Family	Operating System	Java
Windows	Windows XP Windows 7 (x86, x64) Windows 8 (x86, x64)	Oracle Java 5 Oracle Java 6
Linux (64-bit )	Redhat Linux Enterprise Linux (RHEL) 6.4 Redhat Linux Enterprise Linux (RHEL) 7	Oracle Java 5 Oracle Java 6

## About Versata Software

With a global presence in 45 countries from North America to Europe and Asia, Versata Software provides enterprise applications for automating and streamlining critical business processes. Coupled with Versata's Customer Success Program whereby customers define criteria for a successful relationship and Versata commits to delivering them, the Versata portfolio is the leading option for business and IT organizations looking to deliver business value and lower cost to their customers.

For more information please visit <http://cpq.versata.com>

