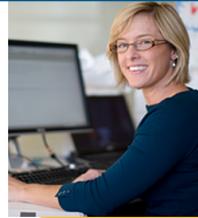


Netformx DesignXpert



Solution Architects
Sales Engineering

Simplify Multivendor Design and Proposal Generation With A Single Powerful Tool

As a solution architect or sales engineer you need to address more and more complex customer requirements while wrestling to stay current on a bewildering and rapidly evolving array of products, services, and vendor promotions. You continually walk a tightrope – balancing effective designs for end-customers that deliver the desired functionality at the lowest cost point while, at the same time, meeting the organization’s need to maximize the profitability of each proposal.

If I had to keep only one tool in my toolbox, this would be it.”

Randy Marsh, Senior Solutions Architect, Unified Communications Center of Excellence, AT&T

Netformx DesignXpert Enables Your Success

Netformx DesignXpert®, the global leader in enterprise technology design and proposal generation, gives you the power to overcome those challenges. Netformx enables over 2,000 customers in more than 100 countries to create accurate proposals and validated designs that result in higher win rates and happier customers.

Design-to-Win:	<p>Win More Deals</p> <p>Quickly design and deliver complete, accurate, winning proposals that result in differentiated value propositions and higher margins</p> <ul style="list-style-type: none"> ▪ Generate proposals 10 times faster ▪ Increase your sales efficiency by 60% to 90% ▪ Increase your win ratio
Design-to-Implement:	<p>Orchestrate Flawless Deployments the First Time</p> <p>Create compelling proposals that meet your customer’s needs and can be delivered flawlessly the first time</p> <ul style="list-style-type: none"> ▪ Reduce your error rate by 99% ▪ Double customer satisfaction ▪ Discover existing infrastructure to build future proposals
Design-to-Profit:	<p>Increase the Profitability of Every Deal</p> <p>Scale your business profitably by increasing efficiency and incorporating vendor incentives during the design phase</p> <ul style="list-style-type: none"> ▪ Include services and labor ▪ Leverage incentives and promotions during design ▪ Replicate profitable best practices

DesignXpert Features

Rich Graphical Design and Visual Organization

DesignXpert is an advanced graphics-based application (like Microsoft Visio®) that provides a more robust and easier way to create detailed network drawings, designs, and schematics. The design canvas provides a visual representation of the work-in-progress using intelligent icons. You can quickly create a comprehensive new design by searching for desired product and service SKUs in the Netformx KnowledgeBase™ and then dragging them onto the design canvas.

Validated, Multivendor Designs

The Netformx KnowledgeBase is the richest multi-vendor content library in the world, encompassing the world's leading technology providers. You can quickly select from over a million devices and more than 3 million configuration rules – updated daily – and pull them into your design. Each intelligent icon includes product information such as specifications, validation rules, pricing, ordering information, and discovery mappings. By validating against the KnowledgeBase, you don't need to worry about exactly how to construct each element in the design canvas. DesignXpert ensures your completed designs are accurate and can be deployed successfully the first time.

Customer Network Discovery

With Netformx Discovery™ you can quickly create a baseline and audit of a customer's actual network and gain insights on technology upgrade, replacement, and enhancement opportunities. Netformx Discovery identifies topology, equipment, and configuration data as well as end of life, end of support, and resource gaps. DesignXpert integrates with Cisco SmartAdvisor (CSA) network assessment tools to perform advanced Cisco-validated analytics on Cisco devices found in the network and identify customer pain points and product improvement strategies.

Guided Selling Advisors & Intelligent Reports

Guided selling advisors and intelligent reports put the expertise of product managers into your hands so you can quickly modify designs even at a customer meeting. The advisors provide step-by-step questions to narrow down choices and speed solution creation, while intelligent reports identify important attributes such as EnergyWise, TAA Compliance, Product Availability, and much more.

Favorites & Templates

You can speed the design process with a building block approach using pre-validated favorite or template project and drawing files for your own use or to share across your company. You can further modify DesignXpert output

via predefined and reference-ready fields and attributes and use your organization's Microsoft Word® and Excel® templates to produce a wide variety of tailor-made customer-facing deliverables.

Vendor Promotion Insights

DesignXpert provides insights into vendor promotions and incentives during the initial design phase. Instead of manually searching manufacturer web sites, DesignXpert non-invasively manages the incentive for every technology element included in the design. You can see alternate SKUs that are relevant and eligible for rebate as you create designs.

Winning Proposals and Customer Deliverables

With DesignXpert you can deliver a professional proposal including design diagram, Bill of Materials (BoM), and Statement of Work (SoW) to thoroughly address the customer's original requirements. Because the design is based on a validated architecture, you can be confident it will be deployed successfully. By leveraging your company's Word and Excel templates, all your customer deliverables will have a consistent and professional look and feel.

Orders Uploaded Seamlessly

DesignXpert integrates with third-party systems so you can upload your orders directly to Cisco Commerce Workspace (CCW) or other ordering systems in one seamless transaction.

Exceptional Training and Support

Netformx offers a complete portfolio of video-on-demand and custom training with your purchase. For technical support you can automatically generate a support ticket from within DesignXpert. Our software support professionals have earned sustained customer satisfaction levels above 95%.

Achieving Success with Netformx DesignXpert

With DesignXpert you can simplify complex multivendor design and proposal generation with a single powerful tool. By creating accurate proposals and validated designs you can win more deals and proposals can be implemented flawlessly.

“Any time we can simplify the solution development process is a big win for us and the client. DesignXpert is the best tool that we ever bought... It has made the process much simpler.”

Mike Pierce, Vice President, EPLUS

Learn more about Netformx DesignXpert at www.netformx.com/DesignXpert