

Simplify Multi-vendor IT Solution Design and Proposal Generation with a Single Powerful Tool



With intense competitive pressures and razor-thin margins, you need to generate proposals and quotes quickly yet ensure that they will be profitable. An automated design tool can speed accurate design creation by taking the complexity out of the bewildering and continually changing array of products, services, and vendor promotions.

Increase efficiency through automation and business intelligence

Netformx DesignXpert® is the global leader in enterprise technology design—including highly complex multi-vendor designs—and proposal generation. Accessed via desktop or cloud, DesignXpert streamlines the design process with automation and business intelligence. Its advanced graphics-based capabilities make it easy to create detailed, rich graphical network drawings, designs, and schematics. DesignXpert enables you to increase efficiency and scale your business.

“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

Create accurate multi-vendor proposals and validated designs and architectures

DesignXpert automatically enables you to stay current on products, services, and complex vendor promotions. Designs are validated against the industry’s most complete multi-vendor KnowledgeBase, freeing users from needing to understand exactly how to construct each element used in the design canvas. This ensures completed designs are accurate and can be deployed successfully the first time, eliminating costly configuration errors and rework.

DesignXpert enables you to include services and labor in proposals, standardize best practices, and incorporate vendor incentives and promotions during the design phase. By presenting alternate SKUs that are eligible for rebate, the entire organization can readily take advantage of Cisco partner promotions and incentives as they create designs. Having access to [ChannelXpert®](#) and [KnowledgeXpert](#) will support these additional features.

By shielding the user from the complexity of products, services, and vendor incentives they can quickly deliver professional and personalized multi-vendor proposals which include a design diagram, Bill of Materials (BOM), and Statement of Work (SOW) that increase profitability and customer satisfaction.

DesignXpert provides seamless integration with Cisco Commerce Workspace (CCW) and with Visio®. In addition, your customer's actual network can be uploaded from Netformx Discovery™, to ensure accurate designs without surprises. Full cloud integration makes it easy to collaborate across the organization.

With DesignXpert you can:

- Generate proposals 10 times faster
- Increase your sales efficiency by 60% to 90%
- Reduce your error rate by 99%
- Double customer satisfaction
- Increase profitability of every deal

DesignXpert's innovative features

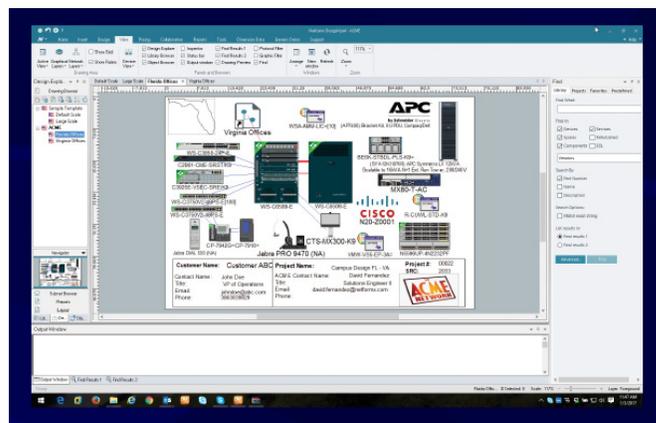
Rich Graphical Design and Visual Organization

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, Multi-vendor 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 21 million SKUs and pull them into your design. Cisco is updated daily, while other vendors are updated as they make changes.

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.

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 providing your company is onboarded to [ChannelXpert](#).

Winning Proposals and Customer Deliverables

With DesignXpert you can deliver a professional proposal including design diagram, BOM, and SOW to thoroughly address the customer's 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.

Achieving Success with Netformx DesignXpert

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

To get started today, talk to your Netformx Account Manager or contact sales@netformx.com.

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. CCW Estimates can be downloaded as a DesignXpert project.

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%.

"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

About Netformx

Netformx enables partners to design and deliver multi-vendor IT solutions quickly and effectively. It helps the Cisco channel increase revenues and create an improved buying experience for their customers. Developed in close collaboration with Cisco, the Netformx application suite streamlines the sales lifecycle for pre-sales, post-sales, and subscription and renewal management. It grows profit margins by optimizing use of Cisco incentives, promotions, discounts, and rebates. Automation and powerful analytics provide business intelligence and actionable insights that enable partners to eliminate manual work, improve efficiency, collaborate, and achieve better business outcomes and customer success. Netformx has 2,000+ customers globally including ALE, AT&T, Bell Canada, BT, Cisco, Dimension Data, Insight, Optus, and Telstra. Our multi-vendor KnowledgeBase™ contains client and vendor products, services, and program compliance data from vendors such as Cisco, ALE, Check Point, Juniper, and Riverbed..

