

The Innovation

PowerQuote empowers Memec Sales force to respond to Request for Quotations from large Contract Manufacturers and OEMs faster in a more competitive manner.

Memec QMS PowerQuote

Unlimited
Innovations
inc

“PowerQuote enables us to respond to our customers’ RFQ faster with more accurate pricing information”

— Jacob Kuryan,
VP of Global Operations and Logistics
Memec

► The Client Requirements

There are several compelling business reasons for Memec Inc., to provide a global automated quotation management tool for their Sales Force.

- Streamline and automate the process of uploading, downloading and reporting of Request For Quotations.
- Reduce quotation costs and errors by eliminating time consuming, manual, paper based quotation processes.
- Increase revenue by responding to a larger volume of quotes
- Improve response time to multiple line item quotes by collaborating with other Memec Internal Sales Representatives (ISR's) who provide competitive bid responses
- Allow Memec Management greater visibility into the quotation fulfillment process, thus enabling superior decision making based on financial analysis
- Improve customer service by providing updated quote information via alerts and notification

► The UI Solution

PowerQuote powered by Unlimited Innovations (UI) streamlines and automates the processing and responding of Request For Quotations with accurate price information. The system provides ability to reduce costs by speeding up the quote processing and response times. The multiple assign capability empowers the organization to get competitive pricing from different constituents. Quote response time across the organization is improved through a workflow driven notification system, thus eliminating labor intensive and less effective manual processes.

The solution is built for a geographically dispersed Sales force that is required to collaborate together in responding to large RFQs from Electronic Manufacturing Services organizations. It helps in quicker decision making by bringing together all pricing related information such as shipment history, ship and debit, sales orders and quote history. The system automatically populates key mandatory information such as lead free, ROHS, lead time, minimum order quantity and standard package quantity into the Quote response. The pricing screen is an attractive PowerQuote feature that is designed to improve quote response.

► The Partner

Memec is a leading global semiconductor distributor specializing in demand creation and servicing the electronics industry, with 2,400 employees, including 1,800 field application engineers, technical sales specialists, technical marketing professionals and account representatives around the world. The company buys integrated semiconductor devices, such as programmable logic devices, analog products and application specific standard products, from leading semiconductor manufacturers and distributes them to original equipment manufacturers or electronic manufacturing services companies.

Memec provides original equipment manufacturer customers with engineering expertise and a portfolio of leading edge semiconductor devices, and helps them design customized, differentiated products, reduce their time-to-market and lower their overall costs.

Founded in 1974, Memec has continually invested in their demand creation capabilities and expanded their global presence. Today, they operate in, and generate net revenue from, all of the world's major technology markets: the Americas, Asia-Pacific, including the People's Republic of China and Japan, EMEA, which consists of Europe, the Middle East and Africa.

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► The UI Solution (cont.)

PowerQuote has the capability to map any RFQ directly into the system while retaining customer required formats in pricing responses. It provides the ability to distinguish between requested parts and quoted part and shows NO-Bid items. PowerQuote allows the Internal Sales Representative to close, re-open, and mark win and loss of quoted items. The system automatically notifies Internal Sales Representatives when a customer follow-up is required.

The executive dashboard screen displays key financial and order highlight metrics including values of wins from quotes, values of response to quotes, overall win ratio, average % of line items quoted, % Win by customer, by parts and by supplier. This provides Memec Management greater visibility into the quotation fulfillment process and will enable superior decision making based on

“The ‘come-as-you-are’ approach used by PowerQuote empowers our Sales Force to quickly respond to a greater volume of RFQs while retaining the ability to track every RFQ through its life cycle”

— Deborah A. Sears,
Director, Enterprise Solutions
Memec

► The Technology

PowerQuote is built on a totally Web-based platform with the underlying infrastructure of Microsoft Windows 2003, Microsoft SQL Server 2000, .Net Framework, and Microsoft Internet Information Server (IIS)

► The Benefits

With PowerQuote, Memec has a great opportunity to reap the following benefits.

- Higher quotation fulfillment rates
- Improved financial tracking capabilities
- Increased financial performance through easy access to fulfillment data
- Reduced costs through an automated quotation system
- Improved response time to multiple line item quotes
- Low development and implementation investment
- Flexibility to scale to a global deployment and integrate with a variety of disparate ERP systems
- Improve customer service by providing updated quote information via alerts and notification

Unlimited Innovations Inc., a California-based company established in 1996 is a leading Software Solutions Provider. We provide Systems Integration, Consulting and Development services on all platforms ranging from the latest XML and ASP-based web applications, Oracle and SQL Server database applications to Integration with Legacy Mainframe and UNIX systems.

Our Microsoft Certified Staff is available to meet your needs in all the latest Microsoft Technologies including Windows 2000, SQL Server 2000, Exchange 2000, Visual Studio and the .net Enterprise Servers.

From mid-size to Fortune 50 organizations, our experts are experienced in designing enterprise-wide architectures and developing IT Strategic Plans.

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