

aMind Solutions Services

The experts at aMind Solutions manage the entire design and implementation of pricing management capabilities for your organization, either as part of an order capture implementation or on its own. Implementation services include:

- Project planning and budgeting
- Business requirements gathering and analysis
- Project management
- Design and scoping
- Development
- Testing
- Deployment

Negotiate Quotes and Contracts with Higher Profits and Reduced Turnaround Time

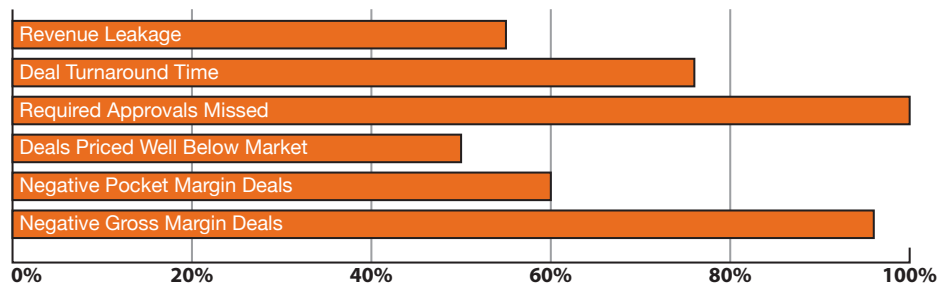
aMind Solutions – the Oracle/Siebel CRM experts – can maximize the benefits of your deal management solution through proven methodologies, deep industry knowledge, and extensive pricing expertise. The result is a system that improves profitability, reduces response time, reduces costs, and enhances team collaboration when responding to price requests, quotes, and contract negotiations.

Capturing the Full Deal Management Benefit

While the Siebel platform entails all the capabilities required for an end-to-end deal management solution, the key to optimizing return on investment and speeding time-to-benefit is the effectiveness of the implementation. Relying on experts with deep domain knowledge and years of implementation experience ensures your solution meets your exact business requirements.

As part of an end-to-end deal management solution, aMind rapidly and effectively implements and integrates your Oracle Siebel system, enabling you to negotiate profitable deals more quickly with your customers. Your organization will gain a clear picture of the full profitability implications of each option and term to the deal (shipping, delivery, support, warranty, payment, and others) while balancing the many conflicting motivations driving each decision (such as profit, market growth, inventory or factory management.)

Typical Deal Manager-Driven Reductions



Typical benefits achieved by aMind customers implementing a deal management solution.

Get the Expertise Needed to Succeed

Assembling a deal management solution requires functional and domain expertise in a wide range of technologies. aMind Solutions leverages extensive industry and subject matter know-how to ensure the successful delivery of:

- Quoting, contracts, and agreements
- A world-class pricing engine that calculates suggested prices and margin impacts of various commercial terms
- A workflow and approval mechanism to guide the deal to the needed personnel based on the content of the deal
- An analytic system to understand the profitability of the deal and how it compares to similar deals and corporate objectives on relevant, directly actionable metrics

In-Depth Industry Knowledge

aMind Solutions brings industry-specific functional knowledge to your project in:

- Telecommunications
- High Tech/Manufacturing
- Financial Services

Ensure You Have the Right Skill Set

A successful deal management solution also requires a wide range of organizational skills. aMind's extensive experience with analytical and decision-support systems will ensure you make correct, fully informed process and business-criteria decisions, maximizing the benefits of your pricing system. The professionals at aMind leverage best practices and years of hands-on experience to deliver:

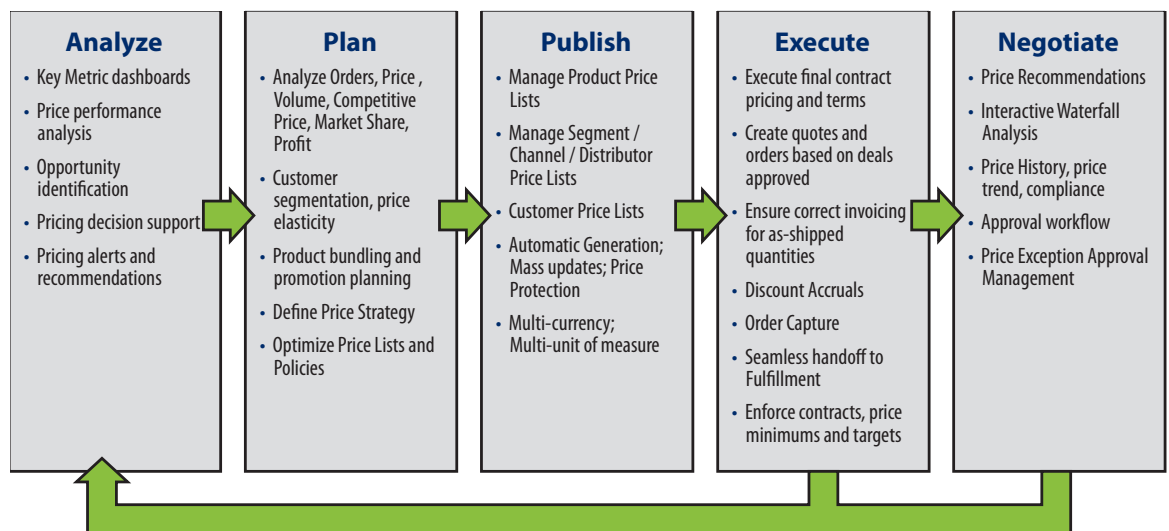
- **Precise pricing segmentation** that ensures deals are always compared to their relevant peers for actionable pricing decisions, and aren't confused with irrelevant deals
- **Efficient technology-enabled process** for reviewing and responding to deals, with clear definition of roles, responsibilities, and authority levels
- **Rollout and change management plan** that empowers users to maximize the full value of the system while controlling risk and minimizing errors

Putting it all Together

Turn to the experts at aMind Solutions to maximize your benefits while avoiding common implementation pitfalls. aMind Solutions provides the advantages of a close working relationship with Oracle Siebel to deliver real results while ensuring a cost-effective and maintainable deployment.

The experts at aMind Solutions work closely throughout the implementation process with the business and technology parts of your organization to maximize the value of your solution. Our services include:

- **Feasibility Assessment and Business Case**
We'll help you determine whether deal management is right for your organization, where the key value drivers are, and any potential roadblocks to successful deployment and adoption
- **Pricing Strategy Review**
You'll gain insight into all the ways you can improve pricing and which methods are likely to offer the most value
- **Design, Implementation, and Deployment**
No matter where you are in the implementation process, aMind can help you achieve the results you need with your deal management solution



About aMind Solutions

Founded by former Siebel engineers, architects, and managers who were directly involved in the design and deployment of the Siebel Order Management and Customer Care solutions, aMind Solutions is the market leader in implementation and consulting services for Siebel CRM solutions. Ensuring the successful, cost-effective, and highly-maintainable deployment of end-to-end order capture solutions, aMind Solutions offers unparalleled expertise, leading-edge software solutions, and best-in-class methodologies that have resulted in our clients enjoying a 100% success rate. Visit www.amindsolutions.com for more information.

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