

KiSP

Solutions for your



sales
stuff



Visual Quotation System



The KITS *collaborator*™

Click. Communicate. Close.™

If there's a sales heaven, surely this must be it

HAVING A DEVIL OF A TIME PRODUCING QUOTES? YOU'RE NOT ALONE. THE FACT IS, GENERATING QUOTES, PARTICULARLY FOR LOW VOLUME REQUESTS, IS OFTEN A "BACK OF THE NAPKIN" PROPOSITION FOR MOST OFFICE FURNITURE DEALERS. CUSTOMERS MUST RELY ON SHAKY SKETCHES PRODUCED BY DEALER SALES STAFF, AND ARE NEVER QUITE SURE WHAT THEY'RE LOOKING AT, WHETHER IT MEETS THEIR NEEDS, OR IF IT EVEN FITS THE SPACE THEY HAVE. THE SALES PROFESSIONAL THEN HAS THE JOB OF TRANSLATING THAT SKETCH INTO A MEANINGFUL QUOTE, PORING OVER MANUFACTURERS' CATALOGS AND DESPERATELY TRYING TO SOURCE ALL THE PARTS NEEDED TO SPECIFY SOMETHING THAT ACTUALLY WORKS.

The other alternative is to turn to CAD services. With small volume requests, this is often counter-intuitive – why take CAD services off an actual job to quote a low probability opportunity? Requests of this type often get backed up until CAD can fit it in, leaving a frustrated sales professional, a harried designer, and an impatient customer – or ex-customer.

Enter The KITS collaborator™ – a web-based, search engine driven office furniture systems specifier that places the power to close more sales, in a shorter time, at a lower cost, in the hands of non design/non CAD sales professionals who use it to interact with their customers and produce photo-quality visual quotations in as little as seven clicks.

QUOTE



KITS Test Internal 01
151 Placer Court
2nd Floor
Toronto, ON A2A 2A2

Quotation No.: K12768
Date: 10/12/2006

Quotation

Comments:
Mr. Jones, we are pleased to present The KITS collaborator™ generated quotation for the cluster of 4 you requested. We draw your attention to the quality and accuracy of the image shown, which is your assurance that the product you requested is represented in the colors and finishes you need, and in the size that fits your specifications. On the pages that follow, you'll find a detailed listing of all items, components, and parts needed to help specify your request and with the total cost attached for your convenience.

We look forward to welcoming you as a customer!

Contact: User 01
Email: kits200@gmail.com
Phone: 416-499-2457

KITS Test Internal 01
151 Placer Court
2nd Floor
Toronto, ON A2A 2A2

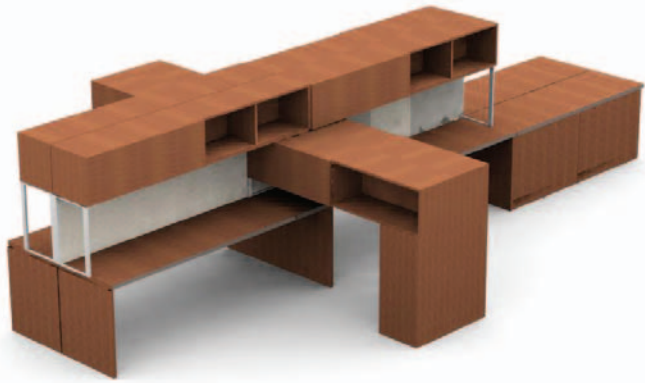
Quotation No.: K12768
Date: 10/12/2006

Quote Number	Quote Date	Customer Number	Account Representative	Project Number
K12768	10/12/2006	AAA001	User 01	49BACK

QUOTE TO: KISP, Inc. 151 Placer Court 2nd Floor Toronto, ON A2A 2A2 Phone: 416-499-2457 ATT: Sales Person	SHIP TO: KISP, Inc. 151 Placer Court 2nd Floor Toronto, ON A2A 2A2 Phone: 416-499-2457 ATT: Sales Person
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Line	Quantity	Catalog Number / Description	Unit Price	Est. Amount
1	8	42980-0000 The Enhanced, Station, 30x20 SURFACE Surface TEXT PNT Textured Paint FIB DB Fabric Drapery FIB DB Fabric Drapery HORIZ Horizontal Application SURFACE Surface BARRI LAG Barriage SC20 (Temporary) Prints	\$184.00	\$1,472.00
2	8	42780-0000 The Enhanced, Non Trackable, 30x20 OPTIONS ** SURF OPT Surface Options FAB OPT Fabric Surface FIB DRB Fabric Drapery HORIZ Horizontal Application SURFACE Surface BARRI LAG Barriage SC20 (Temporary) Prints	\$54.00	\$434.00
3	4	42910-0040 Printed High, Enhanced, Base Cart, 20x40	\$34.00	\$1,266.00

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There's gonna be a revolution...

The KITS *collaborator*™ is a provocative new way to create office furniture quotations. A visual quotation system, The KITS *collaborator*™ produces a fully specified and documented quotation without the sales force needing design training and tools, document creation expertise or even detail level furniture knowledge.

A fully specified quote
in just seven clicks?



It's one thing to have all these capabilities, but another if it means your people have to learn complex new software. With The KITS *collaborator*™, a fully specified furniture quote can be produced in as little as seven clicks of the mouse.

How? In an industry first, all of a manufacturer's products have been fully indexed, meaning that The KITS *collaborator*'s™ search engines can find any product, component, or part based on natural language search terms or any manufacturer-specific terminology. With the search results listed, you click on the options and selections until you have narrowed them to the item(s) you want to present. For many quotes, that can happen in just seven clicks.

Of course, there will be times when a more comprehensive approach is appropriate, and The KITS *collaborator*™ has the tools to produce sophisticated build-ups and visuals.

With a visual quote in hand, the customer knows the product is what they requested and that it will fit in their dimensions. With a single click of their own, they can accept the proposal, in many cases long before the competition can even respond with an 'old style' text-based specification.

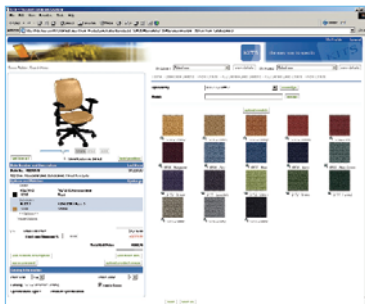


Easily compare options

To collaborate, you must communicate

A KEY FEATURE OF THE KITS *collaborator*™ LIES IN THE WAY THE CUSTOMER IS ENGAGED IN A "CONVERSATION" LEADING UP TO THE PRODUCTION OF THE QUOTE:

- Based on an initial discussion with the customer, the sales professional uses The KITS *collaborator*'s™ search tools to browse an extensive pre-built "gallery" for specific, suitable manufacturer solutions
- These ideas are "hotlinked" and e-mailed (by clicking on one button!) to the customer
- The customer receives a standard e-mail with a link to the "mini-gallery" the sales professional just created
- Sales retrieves the item from the "global gallery", adds to or modifies it as necessary, sets the perspective for 3D, and adds finishes, discounts, and taxes
- With another click, a fully visual, fully specified quote is produced and the document, with management approval, is e-mailed to the customer as a PDF attachment to a standard e-mail



- By clicking on the link, the customer can view the options in a side-by-side feature and list price comparison and make a choice

When customers receive The KITS *collaborator*™ quote, they have already been consulted – and the image generated proves that the product detailed is what they requested, in the finish and fabrics desired, fitting the space they have, and within the budget they set.

Now, that's communication.



Actual near-photo
quality image
produced by The
KITS *collaborator*™

Produce stunning
photo-realistic images
like these with just one
click of the mouse!

Help is just a phone call away

At KiSP, our aim is to provide the most knowledgeable phone-based live technical support you'll find anywhere and go way beyond what you would expect from a software company.

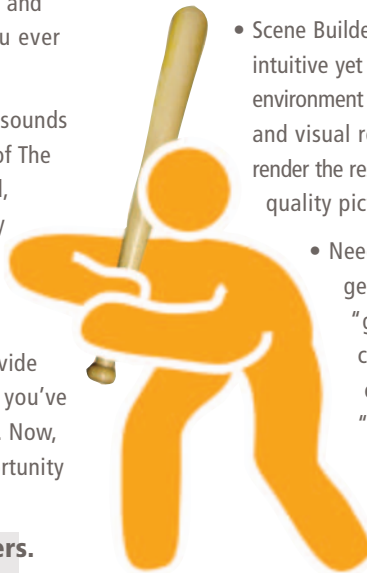
We know your products and, just as important, understand the urgency of getting back to customers – fast. So you will be dealing with professionals who can offer you so much more than help with merely 'which button do I click now?' We'll help you find, specify, and visualize your solutions faster than you ever thought possible.

And, for those times when 7 clicks still sounds like seven too many, KiSP Inc., makers of The KITS *collaborator*™, has a fully qualified, talented team of furniture experts ready to work its magic and create simple or complex fully specified quotes for an incredibly low price and at blazing speed. Using The KITS *collaborator*™, we'll provide you with the same quality presentation you've come to expect from this powerful tool. Now, you'll never have to turn down an opportunity because your own team is too busy.

Think of us as your pinch-clickers.

Just consider these powerful features from The KITS *collaborator*™:

- Completely web-based – accessed from a standard web browser, with no software or hardware to install or maintain
- The entire catalog of every workstation, component, and part from the manufacturer of your choice
- Multiple search engines, allowing the user to search entire catalogs with a single keyword, phrase, style number, product feature, option, or finish



- Scene Builder – provides an intuitive yet powerful 3D environment to create layouts and visual representations and render the results in a near-photo quality picture
- Need some ideas to get under way? The "global gallery" contains hundreds of pre-built "Thought Starters" to provide the components

needed as the basis for building a visual quotation.

- Need to present options? "Thought Starters" are automatically value-engineered with less expensive and more expensive options, with comparisons that tabulate the attributes for all the value points
- Create customized "global galleries" and e-mail a link to the customer to ensure the specifications are what they are looking for
- Once the specification is completed, a comprehensive parts list is generated by the system, and shows list pricing, off-list pricing, and extends the totals, and can serve as the purchase order from the customer
- The entire work up is packaged into a professional document – a PDF file that can be printed or e-mailed to the customer, prominently featuring a near-photo quality image of their request in the exact dimensions and orientation of their work environment

Close quickly. Or lose cheaply.

We venture that you won't see that headline in too many brochures, but let's face facts. Unless you have some kind of superhuman sales force, you're going to lose some bids, and it's the cost of those lost bids that really drains the Gross Profit from an already tight margin business.

With The KITS *collaborator*™, professional quality visual quotes are produced in minutes, frequently with only the sales professional's

involvement, and often with the full participation of the customer along the way. The quote document itself presents a near-photo quality image of the customer's request, along with a full parts and components list, and a fully extended and totaled quotation with appropriate discounts applied.

If the answer is "yes", your firm will have closed that sale in a fraction of the time it would have taken to produce a fully visual,

specified quote the old way.

If the answer is "no", you will have arrived at that point in a fraction of the time, *and at a fraction of the cost* it would have taken to produce a fully visual, specified quote the old way.

Either way, you win. Even when you lose.

It's not a Software Package – It's a Benefits Package...

- Reduce or eliminate the need for sales professionals to use in-house or external CAD services to work up medium to low dollar quotes, creating a highly efficient and non-intrusive quoting process and freeing design to work on production-phase projects
 - Empower the sales professional to explore options and budgets without having to re-engage CAD services for every idea, significantly reducing the amount of "back and forth" between customer and sales staff and speeding the sale; alternatively, with so many options presented, if a "no" is forthcoming from the customer, you'll get to it faster and with a minimum of allocated expense
- Dramatically reduces the need for sales professionals to have in-depth component knowledge at their fingertips, automatically building the component and parts list, decreasing errors in specifications,

increasing the speed with which the quote can be built, and adding to the credibility of the sales person across a range of furniture systems

- The enrollment of the customer in the concept and budget stages through the use of the "global galleries" reduces reasons to object at the time of sale, decreasing the sales cycle and increasing the close ratio
- Photo quality pictures in the customer's specified dimensions and professional grade document creation demonstrates account knowledge and completely differentiates your company and its sales staff, beating the competition at the critical evaluation stage



Just like Christmas there's something for everyone:

For the Sales Professional

- Quotes are much easier and faster to produce – it's done in as little as 7 clicks!
- Anticipate and address objections (price, style, fit, layout) with "global galleries" and visual quotes
- Reduce need for knowledge of parts for more complex buildups; choose from hundreds of "typicals" pre-built within the system
- Substantial reduction in the amount of paperwork required to produce a quote – no more flipping through catalogs, copying part numbers, extending totals, writing proposals, and writing/keying orders
- Project professionalism – professional quality specified quotes for even the smallest orders, with a minimum of work to produce them



For the Sales Manager

- All quotes can be routed to sales management for approval, so Gross Profit (GP) targets can be monitored and maintained
- Quotes can be generated much more quickly, and the customer can be consulted visually before the quote is generated, resulting in fewer cycles and faster sales
- Close ratios are dramatically increased due to customer consultation, value engineered “global galleries”, and visual presentation of the specified order. All the customer has to do is click to accept!
- Increased ability for sales professionals to generate quotes without the need for design involvement means the sales pipeline will fill more rapidly; design bottleneck is virtually eliminated
- “Value engineering” provides increased opportunities for cross-selling and up-selling by providing the customer with easy access to a wide range of options



For the Dealer/Owner

- We’ve created hundreds of pre-built “Thought Starter” solutions of manufacturer-specific work settings for you, so your designers – and more importantly, your sales people – are not caught up in trying to get 3D images for low volume quotes. Costs are reduced and profit increases
- Your company will be able to generate many more quotes – the back end design bottleneck is virtually eliminated for simple quotes. The more quotes, the more opportunities for sales
- Sales velocity is greatly enhanced – instead of taking days to produce quotes, it can now take minutes. Customers will have their quote in hand much sooner – and can be closed much sooner
- Errors are dramatically reduced – with automatic updates of manufacturers’ data, The KITS *collaborator*™ automatically generates quotes with only the most recent information. No need to worry about which catalog version or pricelist is current
- Because The KITS *collaborator*™ is web-based, there is no hardware or software to buy or maintain, and you’ll never pay for updates

For the Customer

- Collaborates with the rep via e-mail and the web prior to viewing the quote – when the quote is received, it reflects the customer’s wishes
- Easily visualizes the build-up or component in the dimensions of the customer’s own environment and in the colors and finishes they’ve chosen
 - The document can be shared for approval purposes; universal PDF format and near-photo quality images make it easy to communicate with customer team members
 - Demonstrate all the costs, with extended totals reflecting earned discounts
 - The customer confirms the order at the push of a button; no printing, faxing required
- The customer can use the specified order as a purchase order for internal purposes





Easy to Use. Easy to Order.

With no hardware to buy or software to install,
The KITS *collaborator*[™] is as easy to order as it is to use.

Simply call: 1.416.499.2457, press 1 and ask for one of
The KITS *collaborator*[™] representatives

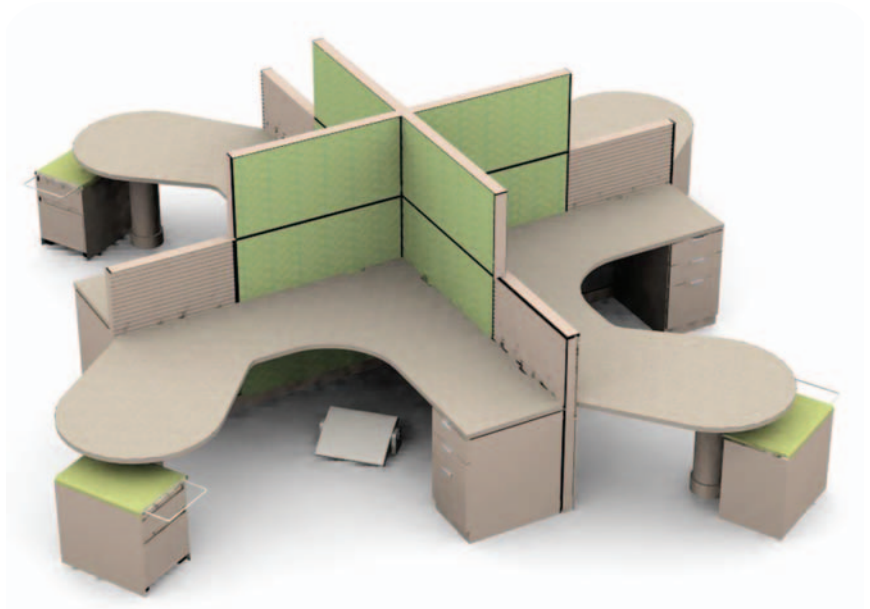
or e-mail: visualquotes@kisp.com

A Solution for every Dealer

The KITS *collaborator*[™] is available to authorized dealers of major office furniture manufacturers. KISP's industry experience and expertise means that whatever major line you represent, we've got you covered.

The KITS *collaborator*[™] is available on a subscription basis for a low monthly fee, with no charge for data updates or system upgrades, which happen automatically – you'll have **no CD-ROM's, security devices or e-mailed data files to handle**. Initial training is included free-of-charge, and all registered users receive unlimited phone-based technical support and assistance.

No special computer equipment is needed. As long as you have access to a standard web browser and high speed internet connection, you're just clicks away from generating a fully-specified visual office furniture quote, communicating with customers in a new and exciting way, and closing sales faster than you ever thought possible.



www.kisp.com

The KITS *collaborator*[™]

Click. Communicate. Close.[™]