

# Webcom, Inc. Professional Services

Utilize Webcom's Professional Services to Increase Productivity, Reduce Sales Cycles, Grow sales, Satisfy Customers, Improve Margins, Implement Lean Engineering, Support Lean Manufacturing Systems, Shorten Time to Market and Achieve On Time / Within Budget Projects.

A variety of services are available from Engineering, Product Modeling, Business Process Management, to complete Project Management. Webcom, Inc can provide the services you need to complement your existing resources.

Our knowledge of all facets of business systems and development processes and commitment to quality gives Webcom an in depth understanding of what it takes to Do It Right the First Time.



## PRODUCT MODELING

Webcom Inc.'s experienced Product Modelers put you ahead of the learning curve

- *Analyze configuration needs*
- *Interview product experts*
- *Understand and learn your products*
- *Gather and document product rules*
- *Investigate product catalog structure to optimize the configuration*
- *Efficiently and accurately model complete product lines*
- *Prepare a test plan and extensively test product models*
- *Virtually eliminate any configuration errors*

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## PROJECT MANAGEMENT

Webcom Inc.'s project management team has an established record of completing configured product projects on time and always within budget

- *Develop Project Plan*
- *Ensure key milestones are met*
- *Allocate resources to meet the needs of highly complex configured products*
- *Interface with individuals at all levels of the project*
- *Hold regular disciplined project update meetings*
- *Ensure testing schedule is maintained to ensure a quality launch*





Capitalize on the significant integration expertise of Webcom, Inc. Through our standards-based external web services (XWS) integration capability, drive value by quickly and easily creating the desired business process.

Whether through our productized connectors, such as Salesforce.com integration, or through our library of re-useable components, WebSource Connect will help you leverage your existing technology investments.

Some of the advantages include:

- Leverage existing investments
- ERP, CRM, PDM, CAD/CAM and Legacy system connectors made simple
- Productized out-of-the-box or toolkit based
- Combination of re-useable components and Web Services/XML
- Developed by Webcom and certified implementation partners
- Strong domain/industry expertise and knowledge
- Typical effort measured in days and hours versus months and weeks
- Includes integration and re-use of legacy configurators
- Flexibility for batch or real-time, event-driven integration
- Ease of upgrades
- Fast ROI with accelerated business value and time to revenue

## Significant Integration Expertise

### Diverse Mix of Front and Back-Office

- MAPICS
- American Software
- SAP R/3
- Siebel CRM OnDemand
- salesforce.com
- Homegrown SFA
- Eclipse
- Legacy configurator
- Autocad
- Ohm
- Great Plains
- Goldmine

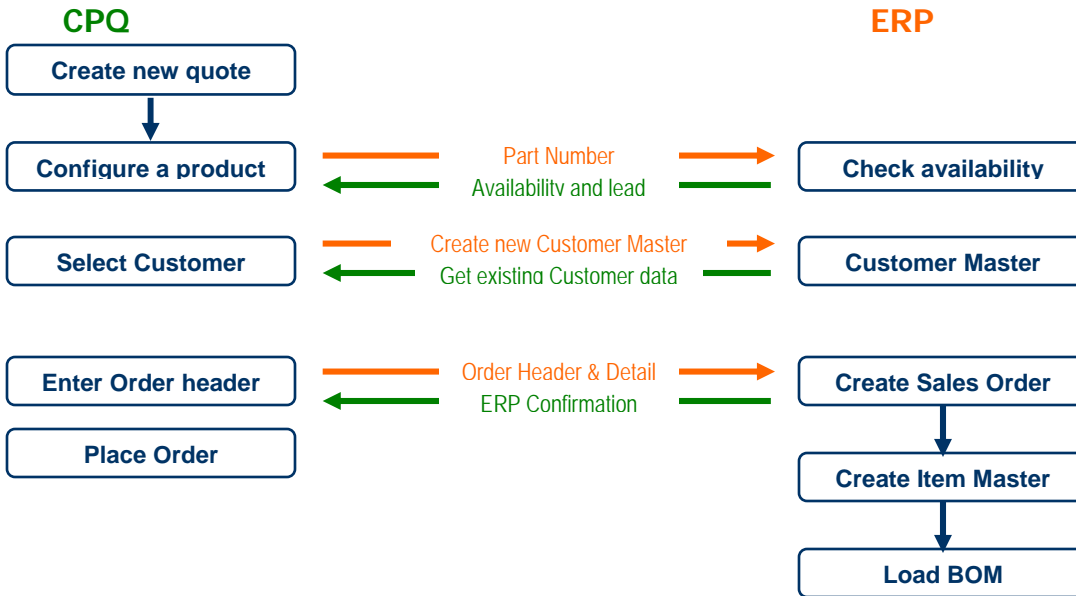
### On a Wide Variety of Platforms

- Lotus/Domino
- Java
- Microsoft
- Oracle
- AS/400

### Via Industry Standard Mechanisms

- Web Services
- XML/SOAP
- Real-time
- Batch
- Data & Process
- Bi-Directional

### ERP Integration



### CRM Integration

