



COSMO E-Commerce

Web application for real-time configuration



Real-time configuration as a value-added service for your customers

- Are you also wondering how you can use service-based solutions on the Internet specifically and successfully for marketing and selling products and services?
- Do you manufacture order-related products according to customer orders?
- Do you offer your customers configurable products?

Benefit from our powerful digital service tool or value-added service for your customers.

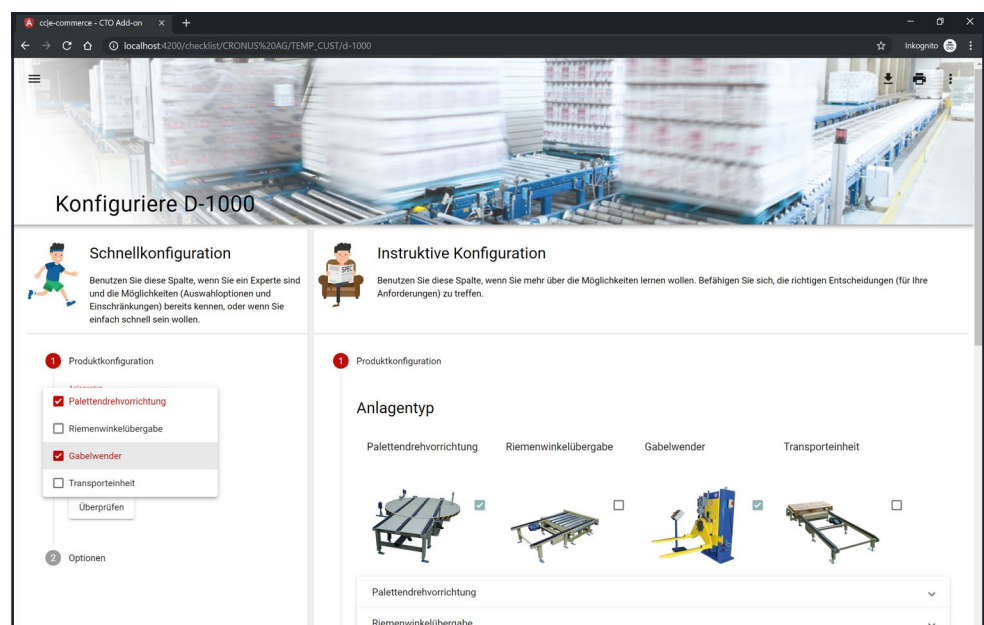
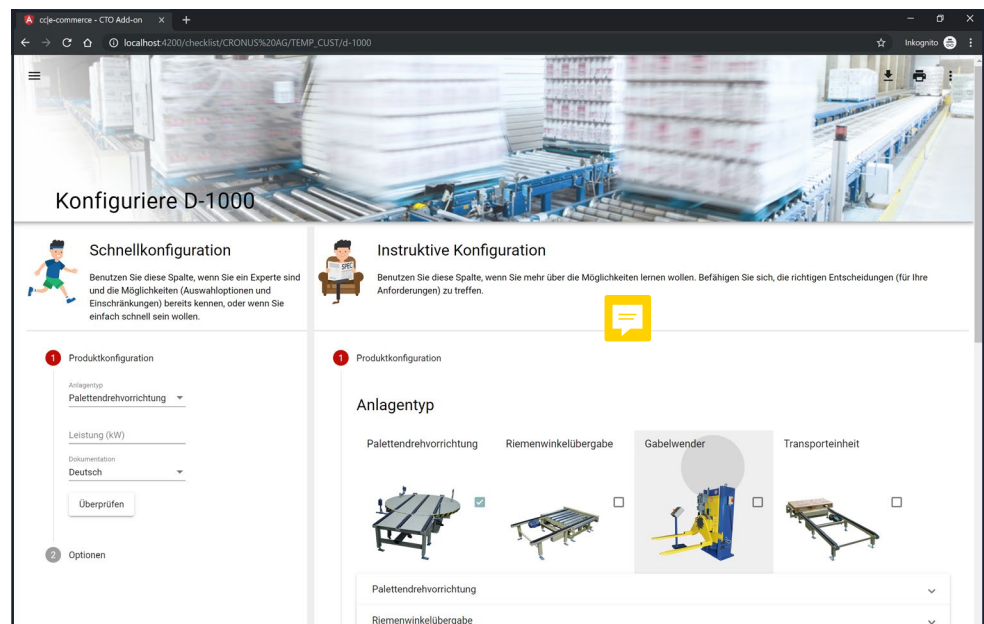
Self-service is very popular with customers because it ideally makes the customer journey more flexible and can save time. Instead of waiting for a response to inquiries, your customer can create configurations, print quotes, or initiate orders anytime and from anywhere. On the other hand, your internal sales force is relieved and can focus on other or more complex cases.

COSMO E-Commerce is a cross-platform web application. It digitizes the entire quotation and ordering process and facilitates individual configuration.

In combination with the Discrete Manufacturing industry solution, it provides the necessary basis for comprehensive configuration logics with corresponding plausibility checks as well as consistency checks. This also includes pricing (CPQ).

This not only significantly speeds up the quotation preparation process. The result is a bill of materials for order preparation and production or for assembly/picking.

All entries made by your customers run through the business logic of your ERP system and can thus replace the entries made by your internal sales department on a 1:1 comparison. All product and price changes in the Microsoft Dynamics ERP system become active/visible immediately and without additional intervention.



Areas of use

COSMO E-Commerce can be used as follows:

- **Stand-alone**

On your website, starting from your website or within your webshop. If no webshop is implemented, an order with payment (checkout) can be realized e.g. with Stripe.

- **Add-on for Sana Commerce**

First "Configure" then "Add to shopping basket". After a pop-up (with overlay), the configured article

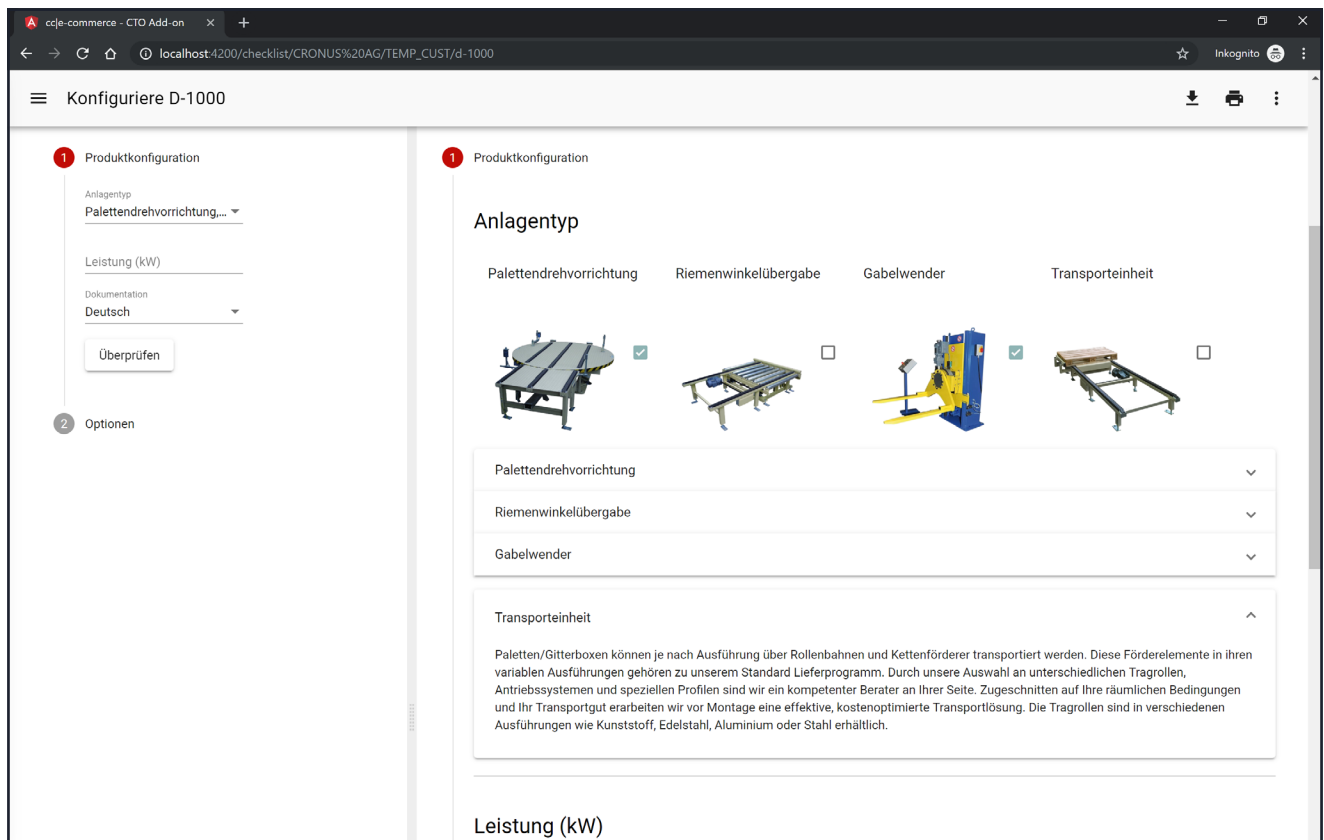
number or article variant can be regularly added to the shopping cart and ordered (check-out) or printed or downloaded as an offer.

Both variants offer the following application possibilities for B2B as well as for B2C:

- Configure-Price-Quote (CPQ)
- Configure-to-Order (CTO)

Key-Features

- Rapid configuration
- Real-time consistency check (real-time input to your ERP)
- Real-time product data and pricing
- Dynamic pricing (over/under pricing per configuration step)
- Freely configurable process steps on the part of the ERP
- Free formulation of questions and answers per configuration step
- Multiple and single selection of answer options as well as free input of answers
- Explanatory texts using text modules of unlimited length and images
- Support of sub-checklists
- Multi-language support
- Customizable corporate design



A high-quality offering is the foundation for success

More than in almost any other industry, the preparation of quotations in order-related manufacturing presents a particular challenge. Here, sales, technical and costing components have to be interlinked in order

to precisely describe all services of the order and to ensure a smooth process. The reliability of cost compliance plays a decisive role in this context.

Benefits

- **Dynamic BOM generation instead of commercial BOMs or set BOMs**

Unlike other solutions, COSMO E-Commerce generates real bills of materials, not sales document items. The solution uses the checklist logic of COSMO Discrete Manufacturing. This creates a new item or item variant in your ERP system, if the configuration does not already exist. When the order is placed, the bill of material is already available.

- **Configuration - around the clock**

Web-based self-service environments can be a decisive advantage both for customers, for example through time savings and 24/7 availability, and for companies through cost savings. Online configuration relieves the burden on your internal sales team and speeds up inquiry and ordering processes.

- **Value-added services for customer loyalty**

Whether in B2B or B2C, self-service is increasingly desired by customers. Your customers appreciate uncomplicated and fast service offerings.

The screenshot shows a web browser window with the URL `localhost:4200/checklist/CRONUS%20AG/TEMP_CUST/d-1000`. The page title is 'Konfiguriere D-1000'. It features two main configuration columns: 'Schnellkonfiguration' (Quick Configuration) and 'Instruktive Konfiguration' (Instructional Configuration). The 'Schnellkonfiguration' column includes a 'Produktkonfiguration' section with a dropdown for 'Anlagentyp' (selected 'Palettendrehvorrichtung, ...'), a text input for 'Leistung (kW)', a dropdown for 'Dokumentation' (selected 'Deutsch'), and an 'Überprüfen' button. Below this is an 'Optionen' section. The 'Instruktive Konfiguration' column includes a 'Produktkonfiguration' section, an 'Optionen' section, and a 'Wartungspaket' (Maintenance Package) section. The 'Wartungspaket' section shows two options: 'Werktage (2h)' and '24/7 (2h)', each with a '150 x 150' placeholder image and a checkbox. The '24/7 (2h)' option is selected. Both columns have an 'Überprüfen' button at the bottom.

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