



**Steve Tomkins**

**SAP**<sup>®</sup> Business  
**ByDesign**<sup>®</sup>

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# Our Typical Customer

- Manufacturers of Custom products
- Many configurable options
- 1000's of permutations
- Create products/BOM's on the fly
- Uses Excel

# Extended Reach



# Product Overview

- Product rules stored in Configurator
- Accurate Pricing
- Custom Products configured correctly
- Quotes generated quickly



# **CIS** MODELBUILDER



# Product knowledge

**ModelBuilder** for **SAP Business ByDesign™**

**Model Builder**

Steve Tomkins  
V5.0 Build: 1604

Save Save & Exit Export Undo Cancel Fields Test Model Log Out

**Questions**

- Trailer Configurator
  - 1: Select a trailer type
    - Curtain Sides
    - Van
    - Flat bed
  - 2: Select an Axle type
    - Double (Twin wheeled 2X2)
    - Single (Single wheeled 2X1)
  - 3: # of Double Axles
    - 2
    - 3
    - 4
  - 4: # of Single Axles
    - 2
    - 3
    - 4
  - 5: Heavy Wheels
  - 6: Standard Wheels
  - 7: Axles ABS and wheels
  - 8: Select - Tire choice
    - Continental
    - Firestone

**Attributes** Exceptions Calculations Relationships Tables

Answer Label:

Default: ☐ Default Answer

Numeric Value:

Item List Label:  Requires Question to be displayed in  
Item List

Quote Report Label:  Requires Question to be displayed in  
Quote Report

External: ☐ Externally Controlled

External Identifier:

Thumbnail Image: 

Items:

- Easy to learn and use
- Exceptions, dependencies
- Calculations
- Graphics management



# Accurate Products and Pricing

## Configurator for **SAP Business ByDesign™**



Trailer Configurator (Trailer)
Steve Tomkins  
V5.0 Build: 1681

Save & Exit | New Configuration | Exit
Reports ▾

★ Your Configuration is Complete
⌵

**Question**

Previous | Continue

Question: # of Double Axles

Answer:



**Image**



**Answers**

| # | ✓ | Question              |
|---|---|-----------------------|
| 1 | ✓ | Select a trailer type |
| 2 | ✓ | Select an Axle type   |
| 3 | ✓ | # of Double Axles     |
| 4 | ✓ | Select - Tire choice  |
| 5 | ✓ | Select - If ABS is r  |
| 6 | ✓ | ABS - Option to wh    |

- Product rules embedded in the Configuration
- Anyone can create a complex custom order
- The Guided selling process is simple
- Eliminates errors
- SAP BYD Products and Pricing

| Price                     | Condition |
|---------------------------|-----------|
| \$15,000.00               | Rqd       |
| \$11,521.14               | Rqd       |
| \$1,200.00                | Rqd       |
| \$13,167.00               | Rqd       |
| \$1,664.37                | Rqd       |
| \$4,500.00                | Rqd       |
| \$7,875.00                | Rqd       |
| <b>Price: \$72,316.60</b> |           |



# **CIS** QUOTE BUILDER



# Configure Price Quote

QuoteBuilder for **SAP** Business ByDesign

Username

Password

Sign In

- Configure Price Quote - Easy to use
- Rules based Configurator - Eliminate Product errors
- Ideal replacement for Excel - Manage custom products
- Centralized location - All quoting activity

- Web Portal - Dealer QuoteBuilder
- Access anytime
- Accurate Pricing
- Dealer Cost and Price
- Submit Quotes and Orders

# Web Portal

**QuoteBuilder for SAP Business ByDesign™** CIS CONFIGURATOR

Steve Tomkins V5.0 Build: 2351

Edit Quote 2607 (Created)

Exit Save Save & Exit Submit Order Print Customer Quote Cancel Quote Change Log Main Menu Admin Log Out

Sales Tax: 0.00 0.000 %

Total: 74,566.60 USD

Remarks:

Delivery Due Date:

Product Select a model ...

| # | Product/ID |
|---|------------|
| 1 | Trailer Co |
| 2 | TL48-      |
| 3 | DA-34      |
| 4 | WH-8       |
| 5 | BR22       |
| 6 | ABS5       |
| 7 | FL256      |
| 8 | RF546      |
| 9 | CU32       |

**Trailer Configurator (Trailer)** Steve Tomkins V5.0 Build: 1661

Save & Exit New Configuration Exit Reports

★ Your Configuration is Complete

Question: # of Double Axes  
Answer: 3

Image

Condition

| Condition | Count  | Discounted Price | Te |
|-----------|--------|------------------|----|
|           | \$0.00 | \$15,000.00      | ✓  |
|           | \$0.00 | \$11,521.14      | ✓  |
|           | \$0.00 | \$1,200.00       | ✓  |
|           | \$0.00 | \$13,167.00      | ✓  |
|           | \$0.00 | \$1,664.37       | ✓  |
|           | \$0.00 | \$4,500.00       | ✓  |
|           | \$0.00 | \$7,875.00       | ✓  |
|           | \$0.00 | \$14,594.09      | ✓  |

Quote Total: \$74,566.60

- Create professional quotes
- Store in a centralized location
- See quotes presented to end client
- Special Requirement

# Visual & Accurate



**Customer:** EUR - AC  
**Quoted by:** Steve Tomkins  
**Email:** stevet@ciscpq.com  
**Phone:** 847-235-2188

**Quote #:** 1630  
**Delivery Due Date:** 1/31/2022

**Ship-to Address:**  
EUR - AC  
Jean Michelle  
14 Rue du Colisée  
Paris 75008

**Bill-to Address:**  
EUR - AC  
Jean Michelle  
14 Rue du Colisée  
Paris 75008  
France

| Item    | Item Description | Qty | Price | Total |
|---------|------------------|-----|-------|-------|
| Trailer |                  |     |       |       |

|                   |            |
|-------------------|------------|
| Item Total:       | €73,300.35 |
| Sales Tax @ 7.5%: | €5,497.53  |
| Total (EUR):      | €78,797.88 |

This quote is valid until: 3/18/2022

Trailer



Customer Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Title: \_\_\_\_\_ PO# \_\_\_\_\_

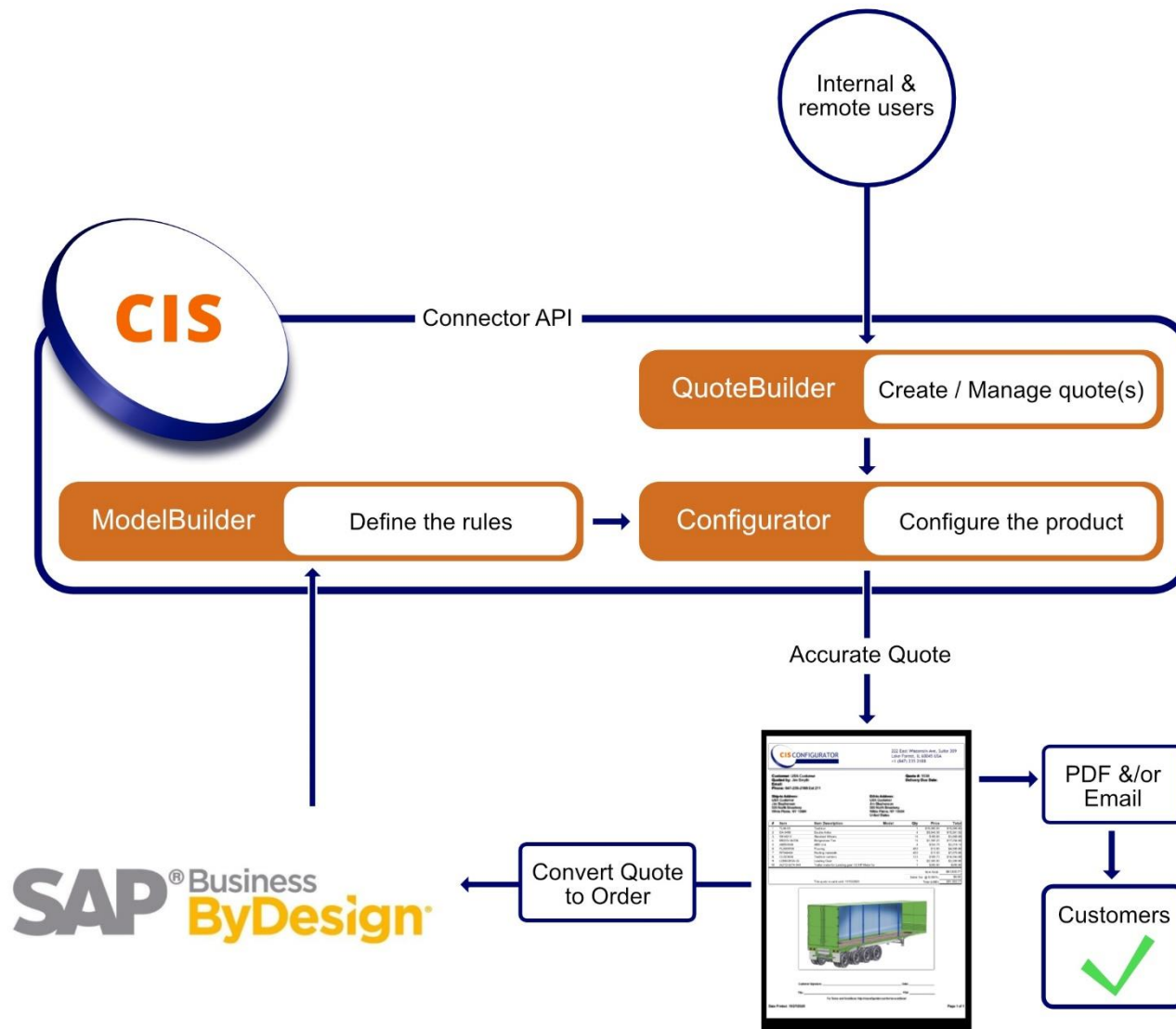
Complete Information Solutions LLC  
345 West Deerpath  
Lake Forest, IL 60045  
USA

<https://ciscconfigurator.com/legal/CIS-Configurator-terms-of-use.pdf>

Date Printed: 1/17/2022

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# Orders in SAP

SAP® Business ByDesign

Sales Orders

Search

Sales Orders

All Orders

Group By

None

Search

Edit

New

Preview

Export

Copy

Delete

Follow-Up

Confirm Execution

Pro Forma Invoice

Create Down Payment

Actions

| Status         | Sales Order ID | External Reference | Account                         | Posting Date | Requested... | Total         | Contact       |
|----------------|----------------|--------------------|---------------------------------|--------------|--------------|---------------|---------------|
| In Preparation | 1932           | FOOD               | Construction Specialties TAMU   | 08-12-2021   | 08-16-2021   | 34,650.00 USD | Luis Garcia   |
| In Preparation | 1931           | ST0722             | Hough Consulting EDI            | 07-22-2021   | 07-26-2021   | 34,000.00 USD | Martin Hough  |
| In Preparation | 1930           | K-02               | CISConfigurator Complete Inf... | 06-16-2021   | 06-20-2021   | 34,650.00 USD | Steve Tomkins |
| In Preparation | 1929           | K-01               | CISConfigurator Complete Inf... | 06-16-2021   | 06-20-2021   | 34,650.00 USD | Steve Tomkins |
| In Preparation | 1926           | TEST REF #         | CISConfigurator Complete Inf... | 05-28-2021   | 06-01-2021   | 34,000.00 USD | Steve Tomkins |
| In Preparation | 1928           | PS-01              | CISConfigurator Complete Inf... | 05-28-2021   | 06-01-2021   | 37,100.00 USD | Steve Tomkins |
| In Preparation |                |                    |                                 |              |              |               | Steve Tomkins |
| In Preparation |                |                    |                                 |              |              |               | Martin Hough  |
| In Preparation |                |                    |                                 |              |              |               | Jerry Belton  |
| In Preparation |                |                    |                                 |              |              |               | Steve Tomkins |

- Users access CIS Configurator
- The configurator guides users through questions
- Embedded logic ensures valid configurations

- Users access CIS Configurator
- The configurator guides users through questions
- Embedded logic ensures valid configurations
- Quotes submitted to SAP as Orders

# Summary

- Intuitive applications and easy to use
- Maintain you own product rules
- Logic embedded in the system
- Create accurate quotations and orders
- Bills of Materials