



- Extend your reach to a broader customer base at low-cost
- Reduce processing costs for “occasional” customers by allowing on-line ordering over the Web
- Self-service: no need to set-up new customer records
- Integrated, low-cost credit card processing with flexible pre-authorization and pre-pay options
- Fully leverages your Frontier investment with eQuote; no need to redevelop models

Frontier eQuote provides a fast, reliable web-based order channel for your established customers, such as dealers, distributors, and retailers. However, there are customers who may have no established account, yet are willing to buy: end-users of your products wish to order replacement parts; local service providers and contractors who have a need for small quantities of your product for specialized jobs; even consumers who want to buy your product direct from the manufacturer. Frontier eQuote has always required that customers be identified in advance. *Until now...*

Frontier eQuote Consumer opens new doors eQuote Consumer is an extension to Frontier eQuote that allows you to provide a “retail” selling presence on the web. Visitors do not need to have established credit with your Receivables department to order your products electronically in a “self-serve” fashion; all orders are covered by a secure credit-card transaction.

- ✓ **Lower your costs and streamline service, accessory, and replacement part ordering** Manufacturers often supply replacement and service parts to the end user. Traditionally, this has required a telephone call or fax to the manufacturer to establish credit and place the order. The cost of this interaction can exceed the value of the order being placed. With **eQuote Consumer**, users can order directly from your website without the need for interaction with a customer-service representative.
- ✓ **Service consumers, small dealers and small distributors without credit exposure** There may be many small businesses that wish to purchase your products, but don’t qualify for credit with you. However, these business do have credit cards such as American Express, Visa, and Mastercard., and use these credit cards as their primary source of payables financing. Frontier eQuote allows you to take orders from these businesses and guarantee the order against the credit card they supply when they place the order, ensuring that you have little or no credit exposure. All this can happen without customer-service intervention.

Integrated credit card processing for deposits and pre-authorizations Frontier Payment Processing (PPR) is integrated into the base Frontier Configured ERP solution, and provides low-overhead, low-cost credit card processing for Frontier Order Processing. **eQuote Consumer** leverages PPR to allow you to ensure that consumer orders are fully-covered by a valid credit card charge or authorization. You can control if an order requires payment in advance or simply requires an authorization against a credit card which will be charged when the goods ship. In either case, you can be sure of receiving your money – eQuote Consumer will not allow an order to proceed if it is not covered by a payment.

Leverage you existing Frontier and eQuote investments **eQuote Consumer** leverages all your existing eQuote investment, including product catalogs, images, and product information, and just like eQuote it uses your existing Frontier Product Configurator rule base. There are no new “configurators” to buy and learn

Maximize your Frontier investment

- Increase sales to new markets and customers
- Drive margins by reducing per-order handling costs
- Improve brand reputation by providing easy self-service ordering to all
- Leverage existing eQuote and Frontier product knowledge and data

For more information about eQuote Consumer, contact:

Jim Lott

Jim Lott

JLott@Friedmancorp.com

(206) 330-6702