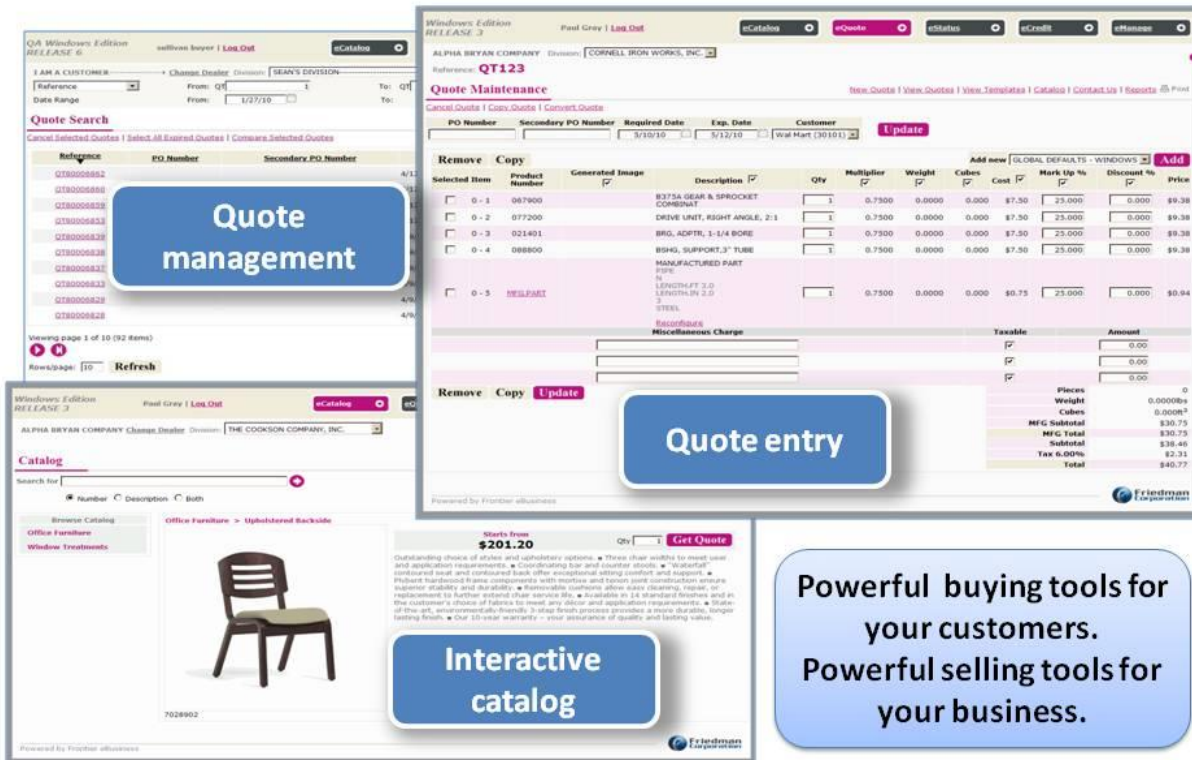


- A “go-to-market” e-business solution for Frontier
- Improve customer satisfaction through self-service quoting and order submission
- Cement relationships with important customers: be the easiest to buy from
- Reduce order processing cost and overhead
- Leverage your existing Frontier skill-sets, workflows, and product knowledge
- No new “configurators” to learn
- On-line and real-time: single database, no complex “synchronization” or unnecessary rule re-writes required
- An integral part of Frontier: designed, developed and supported by Friedman Corporation now and in the future; maximizes your Frontier Investment
- All existing Frontier functionality supported



The image displays three screenshots of the Frontier eQuote system interface. The top-left screenshot shows a 'Quote Search' screen with a table of quotes and a blue callout box labeled 'Quote management'. The top-right screenshot shows a 'Quote Maintenance' screen with a detailed table of items and a blue callout box labeled 'Quote entry'. The bottom-left screenshot shows an 'Interactive catalog' for office furniture, featuring a chair image and a blue callout box labeled 'Interactive catalog'. A large blue callout box on the right side of the image contains the text: 'Powerful buying tools for your customers. Powerful selling tools for your business.'

**Frontier eQuote** gives your business the ability to enhance the relationship with your most valuable asset: your customers. By providing your customers with powerful Web-based tools for quoting, order submission, order management, and credit, you increase customer satisfaction and improve retention, while at the same time reducing your internal overhead for processing quotes, taking sales orders, and handling customer inquiries.

## Support both single-tier and two-tier business-to-business relationships

Frontier eQuote supports the customer relationships you have in your business today, and can allow you to establish new channels as your business grows and evolves. **Your distributors** can use eQuote to build, price quote, and place their replenishment orders online at any time. **Your dealers** can create quotes for their own customers, including their own markup, while at the same time having visibility to their own purchase costs; the customer quotes can easily be converted to sales orders for fulfillment. **Your sales representatives** have on-line visibility to the customers they are responsible for, and can manage quotations and orders on your customer's behalf. In all cases, the ability for your customers to manage quotes and orders online at any time gives you a **competitive edge**: your customers will appreciate the hassle-free process of quoting and ordering your products, while you will enjoy reduced overheads and improved accuracy.

## Use Frontier eQuote for the products you sell today, and in the future

*eQuote is integrated with Frontier.* Frontier eQuote supports both "stock" and "configured" products. All customer information, product definitions, configuration rules and pricing data you use to process orders "in house" are also used by eQuote, ensuring consistency across all sales channels. When you introduce new products and configurations in Frontier, those products are immediately available in eQuote. All quotations and orders are stored in your Frontier database, and all ordering activity is immediately reflected in Frontier.

*Tailor and manage your online product offering.* While Frontier eQuote can be used for any product you sell today, different sales channels can have different requirements. You may choose to offer different products and options online. eQuote provides **powerful catalog management** tools to allow you to define what products and options are available to online customers.

*Provide rich product knowledge to your customers.* Using Frontier eQuote, you can provide detailed product information, specifications, and images as part of the online quoting and ordering process. Help your customers choose the right product options by providing images and specifications for individual configuration options.

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## Maximize your Frontier investment

- **No additional "configurators" to buy or learn**
  - **Rapid deployment using your existing models**
  - **Tightly-integrated into your existing Frontier workflow**
  - **A solution that grows with Frontier, now and in the future**
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