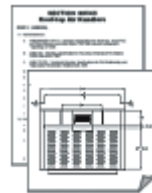


For Architects and Designers, BuyDesign delivers:

- Guided product selection based on performance characteristics
- Guided configuration of features & options
- AutoCAD[®] blocks for standard and custom dimensions
- Request for quote to appropriate sales channel

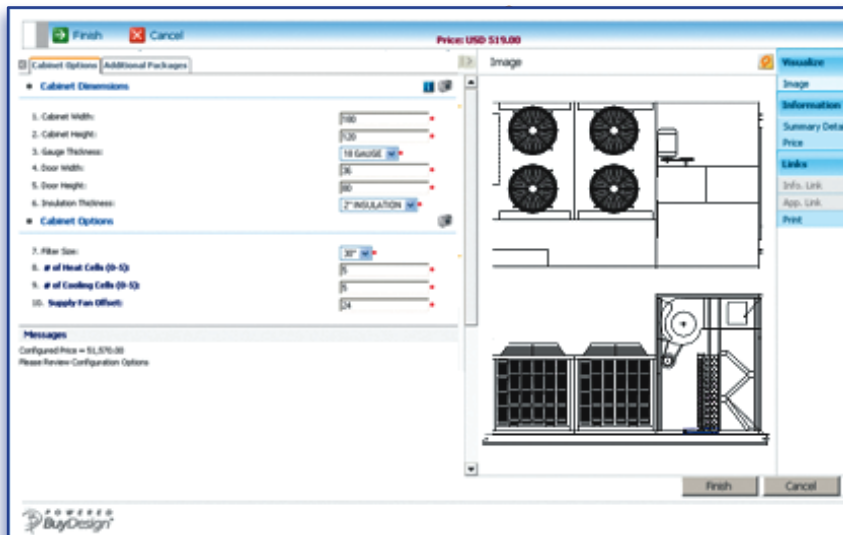


- DWG blocks
- CSI spec sheets



For Mfg Reps & Distributors, BuyDesign delivers:

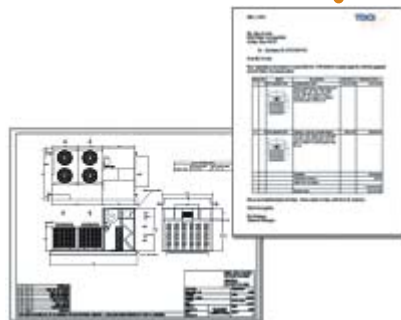
- Rapid quotes with accurate rules-based pricing
- Automatic generation of bid & submittal packages
- Status checking from quote to delivery
- Online (web-based) or desktop PC editions



- InfoLinks to:
 - ASHRAE Standards
 - Building Codes
- AppLinks to:
 - Energy Analysis
 - Duct Sizing

For Mechanical Contractors, BuyDesign delivers:

- Itemized quotes with thumbnails & option details
- “As-configured” plan & elevation drawings
- Submittal packages with specifications



For Customer Service Reps, BuyDesign delivers:

- Electronic acceptance of dealer orders
- Rules-based validation of features, options & pricing
- Access to special features & options
- “Order on behalf of” capability



Sales Orders



But what about backoffice operations?

For Information Systems, BuyDesign delivers:

- Single point of maintenance for master data
- Automated distribution of product & pricing info
- Easy system administration
- Highly scalable, load balanced architecture



For Manufacturing, BuyDesign delivers (for make-to-order products):

- Dynamic BOMs and Routings
- Shop floor drawings
- CNC downloads



For Maintenance, BuyDesign delivers:

- Aftermarket parts & repair service ordering
- Order configuration history
- "As Configured" assembly drawings

For HVAC System Manufacturers...**BuyDesign** delivers!