



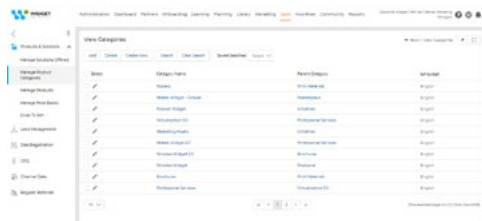
Products Details Management

UCM's Products module helps you manage product and services information essential for sales, marketing, services and the knowledge base of the enterprise in a single interface. Having current information about product weights and sizes, production chronologies and product version data helps your business leadership and your global partners learn more about your products at a glance.

Manage Product Categories

UCM's product categories allow you to categorize products or services by type. Product categories are typically created to organize products in a logical way. This can include a hierarchy of categories that resemble a tree structure. Alternatively, product categories can be organized via a flat structure such as a list of product types. The following are common types of product categories.

- Industry – e.g., technology or hospitality
- Functionality – e.g., accounting software or running shoes
- Customer needs – e.g., summer versus winter tires



Key Features Include:

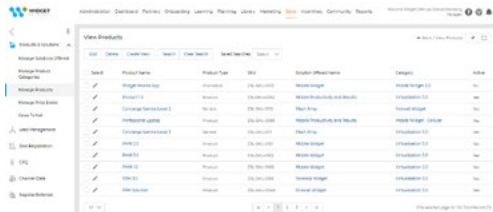
- ✓ Easy Categorization of Products
- ✓ Product Category and Services Pairing
- ✓ Define and Associate Category

Manage Products

Products in UCM can be either goods or services which are sold or distributed to your partners by your organization. Using UCM's Products module, you can manage your company-wide products that are sold to customers as well as distributed to partners.

Sales departments can also use the Products module along with other UCM modules for managing leads, accounts, deals, quotes, sales orders and invoices.

- Industry – e.g., technology or hospitality
- Functionality – e.g., accounting software or running shoes
- Customer needs – e.g., summer versus winter tires



Key Features Includes:

- ✓ Association of Products in Categories
- ✓ Packaged Product Offering
- ✓ Group wise Product Assignment

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