



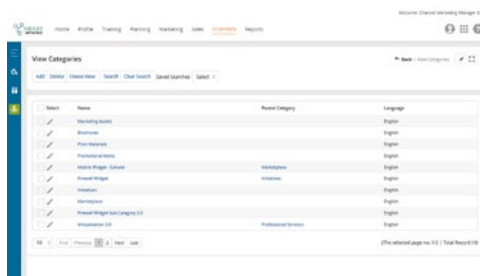
Products Details Management

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

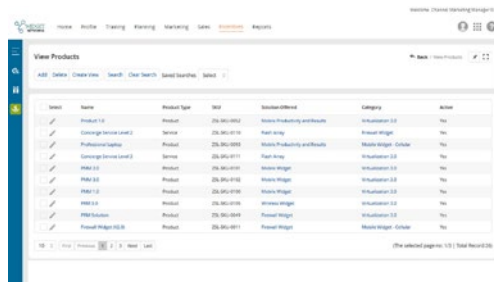


Manage Products

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
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Select	Name	Product Type	SKU	Status/Status	Category	Action
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0001	Active Productivity and Results	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Service Service 1.0	Service	20.001-0002	Real-time	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Professional Support	Product	20.001-0003	Mobile Productivity and Results	Mobile Support - Global	No
<input checked="" type="checkbox"/>	Service Service 1.0	Service	20.001-0004	Real-time	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0005	Active Productivity and Results	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0006	Active Productivity and Results	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0007	Active Productivity and Results	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0008	Active Productivity and Results	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0009	Active Productivity and Results	Infrastructure 2.0	No
<input checked="" type="checkbox"/>	Product 1.0	Product	20.001-0010	Active Productivity and Results	Infrastructure 2.0	No

Key Features Includes:

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

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