

AgileQuote will integrate with the existing SAP solution. Depending upon the specific situation, this integration will happen via SAP BAPIs, database replication and file transfers at a pre-determined frequency.

The functional scope of the integration will encompass:

- AgileQuote will download item details (item code, item description, bill of material, etc.) from the backend SAP system.
- While AgileQuote will maintain the product catalog locally, it could be sourced from the backend SAP system via live connection, batch upload from SAP or other existing systems via CSV / ASCII files, apart from being entered by AgileQuote Admin user via keyboard within AgileQuote.
- Given a prospect requirement, a salesperson will assemble a Bill of Material of required products, services and bought-out items within AgileQuote.
- Costs of individual line items can be inherited from SAP or entered within AgileQuote.
- Prices, if available in SAP, will be inherited from SAP, else AgileQuote Administrator will be permitted to specify margins, based on which AgileQuote will work out the selling prices and make them available to the quote creator within AgileQuote.
- AgileQuote user can either separately specify an availability date for the quoted items or pick up Available To Promise dates from SAP, should they be available in SAP.
- Once a quote materializes into an order, AgileQuote user will mark the status of the quote accordingly. This will automatically generate a Sales Order in SAP.