



June 2008

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30-80% Higher Profit Margins

xRP: Free 30 Day Trial

Manufacturing Statistics June
2008

30% - 80% Higher Profit Margins

- Companies using sales configurators have 30-80% higher profit margins (80% is for Engineering-To-Order (ETO) companies integrating the sales configurator with CAD and manufacturing.)
- The 20% best performing companies offer 3.5 times as many customizable features, yet are three (3) times faster to respond with quotes.
- Among assemble-to-order industries, the best performing companies are 76% more likely to use sales configurators than their industry average.
- Product Configurators offer a 25% reduction in cost of sales by decreasing the number of technical sales support staff to the number of sales staff required.
- Product Configurators offer a 50-70% reduction in rework expenses for organizations with a 25% or greater order error rate. 25% is the industry average for made-to-order/assemble-to-order manufacturers.

Stats from Aberdeen Group and Gartner Research.

Simply put -- if you sell a complex product - a product that is configurable (made-to-order, assemble-to-order, engineer-to-order, etc.) or needs expertise at the point of sale and if you don't use a product configurator -- you may be giving up:

- **Profits**
- **Additional Revenue**
- **Less Rework**

We have been preaching these types of knowledge applications as the next generation of eCommerce 4 Manufacturers for years. Our product configurators have allowed our clients to be more profitable, increase revenues, reduce rework and re-allocate engineering workforce used for quoting to business building activities instead. Now with xRP, we can deliver these types of applications within weeks for just a few thousand dollars. But this is just not about xRP.



By: *Agent Technologies, Inc*

The future of Enterprise Resource Planning

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- To Do List Management
- Schedule Management
- Price Quote Management
- eCommerce System
- Knowledge Management

Coming Soon!

- Inventory Management
- Production Management
- Financial Systems Interface
- Intelligent Agents

Base Subscription:

\$9 per Month per User

Even if you are not ready for xRP or another system that supports product configuration, use Microsoft Excel and build some type of spreadsheet that will help you automate your quoting process so you can speed up your quote turnaround, improve your quote win rate and increase profits.

In times when business is tight, either you make changes to become leaner, faster and more agile.....or you might be going out of business.

Ben Moore
Agent Technologies, Inc.

The Consumer's Workshop: the future of American manufacturing

The Consumer's Workshop: The Future of American Manufacturing is a hand book on how to setup the systems within your company and create the workforce you need to be successful now and in the future. Written by authors that have worked at some of America's largest manufacturers, founded their own manufacturing organizations and helped numerous small manufacturers grow.

The Consumer's Workshop: The Future of American Manufacturing is a must read for today's business leaders. It is insightful and provocative in its approach to where US manufacturing has been, how manufacturing got into the troubles it faces today and what we need to do to become the standard for world class once again. If we want to know how to regain that competitive edge once again, the roadmap is certainly the pages of The Consumer Workshop.

-- Bruce Vaillancourt, Director, NIST MEP Program, TechSolve, Inc.

The Consumer's Workshop is an extremely timely review of how manufacturing strategy developed in the past and how it will change in the future. The author team clearly demonstrates that companies have to change -- and provide plenty of advise how such a change should take place."

-- Frank Piller, PhD, International Manufacturing Consultant

As the authors make clear, eventually American manufacturing will become the workshop for direct production of consumer's own designs -- or it will be no more. Begin that path by following the steps outlined here."

-- B. Joseph Pine II, author, Mass Customization: The New Frontier in Business Competition

Investment: \$12.99
<http://www.theconsumersworkshop.com>



Manufacturing Statistics

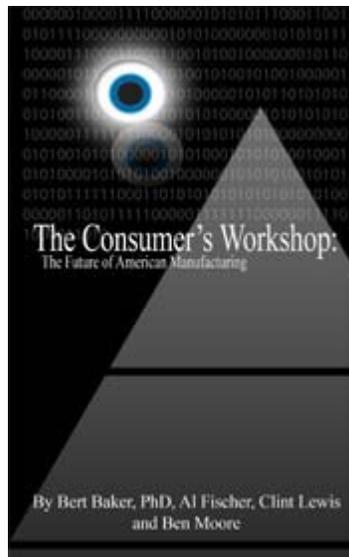
1) Manufacturing Output dropped 0.9 point in April 2008.
Source: Federal Reserve Board

2) Manufacturing Employment **lost** 26,000 jobs in May 2008.
Source: Bureau of Labor Statistics

3) Manufacturing Trade Deficit in March 2008 decreased \$3.5 billion, or 4.8 percent, to \$68.6 billion.
Sources: Census Bureau, Bureau of Economic Analysis

4) Manufacturers' New Orders increased \$5.0 billion, or 1.1%, in April 2008 to \$445.2 billion.
Source: Census Bureau

5) Manufacturers' Inventories decreased \$0.1 billion in April



2008 to \$545.7 billion.
Down slightly following
seven consecutive
monthly increases
Source: Census
Bureau

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[Agent Technologies Inc](#)

Founded in 1995, Agent Technologies, Inc. provides e-Commerce Solutions, Business Reporting Solutions, e-Business Strategy Development and Agent Based Systems. We specialize in comprehensive eCommerce 4 Manufacturing (sm) Solutions through our manufacturing consultants and software applications.

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