

## The Business System Designed for Office Furniture Dealers - Khameleon Version 7.0

You know the story. The competition is intense so you have to keep costs at rock bottom, and deliver high quality services too.

Office furniture dealers have complicated project delivery requirements. Customer quotes and orders sometimes contain hundreds of furniture line items. Each line item contains variations including, style, color, material, and line. Bundle these complex factors with furniture design, storage, shipping, and service delivery - and effective oversight can be a costly burden.

Getting the efficiencies you need calls for an information management system designed to address the challenges of the office furniture business directly. An integrated system that manages daily operations, automates accurate costing, revenue recognition, and billing, and gives executives the performance insights they need to make sound decisions.


Khameleon Software understands what it takes. Dealers across North America use our systems and by blending their insights, our powerful project accounting business processes, and Oracle's Application Server Suite, we've created Khameleon Version 7.0.

Khameleon Version 7.0 comes pre-configured with fifteen role-based workbenches that bring the tools that keep employees, from sales reps and project managers to the CEO and CFO, on the same page as they each manage daily operations. Tools to manage the sales process, buy and sell inventory products, execute installation projects, and recognize revenue according to flexible contract terms.

Embedded analytics tools provide performance insights for everyone in the organization. Shipment status and forecast, for example, keeps shipping apprised of upcoming volume and timing demands. And executives have the information they need, sales and revenue forecasts, product and market sector analysis, labor utilization, margin performance, and more, to support the strategic decisions that drive profitability and growth.

### Khameleon Version 7.0

- » Designed with our years of experience in the industry and the insights and direction provided by our customers - premier office furniture dealerships located across North America
- » CEO and CFO workbenches give instant access to Key Performance Indicators and ability to drill down into details
- » Employee workbenches implement business process logic specifically designed for office furniture dealerships
- » Highly scalable, deployable across multiple sites and remote locations
- » Leverages the Oracle 10g Application Server suite – including Oracle Portal, Business Intelligence, Identity Management and Single Sign-On
- » Standard and Enhanced Maintenance and Support Services available
- » Hosting Services available



**CEO Work Bench**

Logout Account Info Khameleon

Hello Douglas

Home Create Incident Task Notifications

**Report Links**

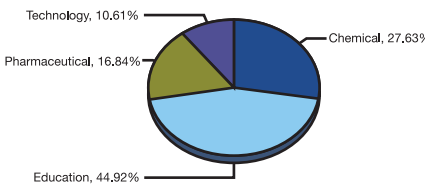
- Current Margin Performance
- YTD Margin Performance
- YTD Sales Volume
- Summary Sales Forecast
- YTD Billing Volume
- Revenue Backlog & Forecast
- Profit Margin Analysis
- Market Sector Analysis

**Favorites**

- Consolidated Financial Statement
- Comparative Budget Analysis
- Income Statement
- Summary Aging
- Cash Projections
- Cash Requirements

**Profit Margin Analysis**

	GPM%				GPMS				
	2004	2005	2006	2007	2004	2005	2006	2007	
Chemical	47.0%	48.2%	44.5%	38.5%	\$105,393	\$79,227	\$17,228	\$243,420	\$445,265
Education	44.6%	48.5%	50.0%	37.6%	\$162,499	\$200,672	\$339,317	\$395,791	\$1,098,279
Pharmaceutical	37.8%	39.4%	42.3%	37.7%	\$99,020	\$51,774	\$116,526	\$148,356	\$415,676
Technology	40.6%	41.5%	43.4%	27.7%	\$53,697	\$61,556	\$68,576	\$93,449	\$277,278
					\$420,609	\$393,229	\$541,647	\$881,016	\$2,236,501

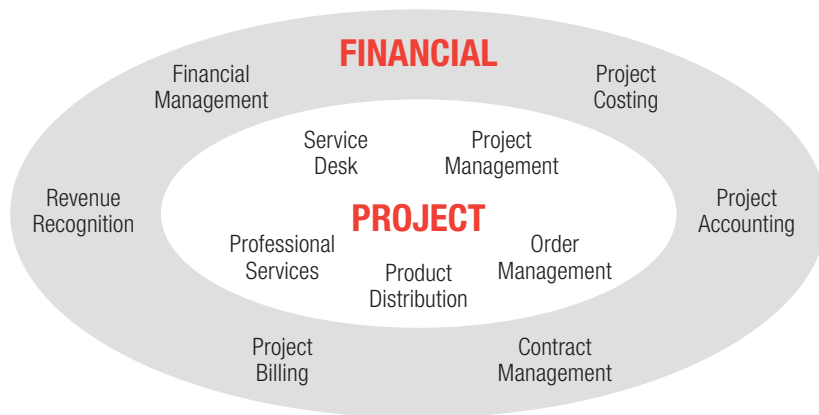


GPMS, 2007

- » Workbenches are pre-configured with the information and processes users need for day to day operations and for strategic decision making.

Khameleon's project-centric applications get to the heart of your business; its fully integrated applications deliver tools for expert project execution. Khameleon's Oracle-based suite monitors the status of all project activities and lets people manage the details, the key factor in ensuring successful projects and customer satisfaction. Should goods arrive damaged, they see it right away. If a skilled worker is delayed on a job, they'll know to reschedule the next. They can see punch list items and take action to address them. And so on.

Khameleon's financial applications help you convert projects to profits. Designed to simplify project costing and accounting, they have the wherewithal to help you manage profitability by project, customer, product line, industry segment, or any other way you organize your business. The contracts and billing modules have the flexibility to manage multi-element contracts, consolidate billing, manage complex billing schedules, and more. Sarbanes-Oxley, SEC, and FASB compliant, Khameleon manages revenue accounting across multiple business models, corporate entities, and currencies. Its flexible, function-rich revenue forecasting and reporting capability shifts financial energy from data gathering to decision making.



Khameleon Version 7 contains fifteen pre-configured workbenches, each designed to fit the functional-ity a specific role and to provide analytics important to the job. Operational modules are available to fit the scope of your business operations, whether local or global, simplifying business processes.

Khameleon Hosting Services give Internet access the full suite of applications on an on-demand basis. Subscribers pay periodic, recurring subscription fees, determined by how many users they have.

#### Pre-configured workbenches:

- CEO
- CFO
- Sales Manager
- Operations Manager
- Finance Manager
- Sales Representative
- Project Manager
- Purchasing
- Accounts Payable
- Accounts Receivable
- Collections Agent
- Warehouse/Shipping
- Project Order Administrator
- Service/Contract management
- Systems Administrator

#### Khameleon Solutions:

- Project Accounting
- Project Management
- Project Billing
- Order Management
- Product Distribution
- Professional Services Automation
- Project Costing
- Contract Management
- Revenue Recognition
- Service Desk
- Financial Management

“Our Khameleon applications have always had great business logic for dealers. Version 7.0 gives our customers tremendous scalability that until now only Fortune 500 companies could afford. I'm proud of that because Khameleon 7.0 delivers it all in a single affordable solution.”

Doug Angelone  
President, Khameleon Software

**Learn more about Khameleon at [www.khameleonsoftware.com](http://www.khameleonsoftware.com), or call us at 800.655.6598 to arrange a demonstration.**

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