

PROGRESSION'S VERSION 7.6 QUOTING AND ESTIMATING PACKAGE PROVIDES YOU WITH THE FLEXIBILITY TO CREATE A QUOTE/ESTIMATE FOR EITHER AN EXISTING CUSTOMER OR PROSPECTIVE ONE OR FOR EITHER AN EXISTING INVENTORY ITEM OR A NON-INVENTORY ITEM. PURCHASING AND MANUFACTURING INFORMATION IS AT YOUR FINGERTIPS TO HELP YOU MAKE DECISIONS WHILE YOU STILL HAVE THE CUSTOMER ON THE PHONE.

	Quantity	Material Cost	Labor Cost	Setup Cost	Overhead Cost	Outside Services Cost	Total Cost	Markup	Price	Discount	Final Price	Calc Unit Cost
1	20.0000	1,056.8000	4.3563	1.5625	0.0000	0.0000	1,062.7188	0.0	1,062.7188	0.0	1,062.7188	53.1295
2	30.0000	1,585.2000	4.3563	1.5625	0.0000	0.0000	1,591.1188	0.0	1,591.1188	0.0	1,591.1188	53.0377
3	40.0000	2,113.6000	4.3563	1.5625	0.0000	0.0000	2,119.5188	0.0	2,119.5188	0.0	2,119.5188	52.9895
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Item Number	Description	Total Price	Total Cost	Material Cost	Labor Cost	Outside Processing Cost
XCABLE4	Cable - Cross Over 4 Male	70,116.7	14,023.7	64,200.0	5,918.8	0.0000
XCABLE7	Direction Item	111,598.8	55,799.4	105,680.0	5,918.8	0.0000
MONITOR SL	Monitor - SL	693,500.0	346,750.0	693,500.0	0.0000	0.0000
XCABLE5	Cable - Cross over 5 Female	49,132.2	16,375.4	38,520.0	10,605.3	0.0000
HOOD29M	Hood - 29M	1,326.0	0,221.0	1,326.0	0.0000	0.0000
<b>Total</b>		<b>925,669.8</b>	<b>433,189.6</b>	<b>903,226.0</b>	<b>22,443.8</b>	<b>0.0000</b>

The quote/estimate summary allows you to get a comprehensive look at your major cost drivers and provides detail by material, labor, overhead and outside costs

### OUTSIDE PROCESSING COSTS

As more and more services are being outsourced to gain manufacturing and cost efficiencies, these costs continue to be an important part of your quoting process. Progression's Quoting and Estimating package gives you the ability to incorporate vendor related service costs as a part of your estimate. Once again, these costs can be marked up from cost to account for shipping and handling charges by vendor.

### MANUFACTURING AND PURCHASING HISTORY

Both manufacturing and purchasing history is available to the estimator during the quoting process. If manufacturing history is required, the manufacturing cost break down in terms of material, labor, overhead, and outside costs are available along with unit manufacturing cost. If purchasing history is required, in addition to vendor contact and contract pricing information, purchase quantities with their unit costs are also available to the estimator to make an informed decision.

### WHAT-IF MULTI-QUANTITY COST ANALYSIS

The Quoting and Estimating package allows you to perform what-if analysis by adding an unlimited number of other possible quantities to provide the customer with the best value. A spreadsheet interface dynamically calculates the unit cost for various what-if quantities defined, spreading the fixed costs across the quote quantities. This provides you with a powerful

tool that will help earn your customer's business while providing the estimator with the required visibility over costs to maintain the target level of profitability.

### INTEGRATION TO THE SALES AND MANUFACTURING PROCESS

Once an estimate has been accepted by the customer, the quote/estimate can be converted into both sales orders and manufacturing orders. Manufacturing orders can be created in either SFC or POP based on where you decide to manufacture the new item.

In addition to creating the relevant orders, QE optionally allows you to create new items and corresponding Bills of Material within the various Macola ES packages.

### MORE INFORMATION

For more information on how to put the power of Exact Software to work in your front office and mission critical back office, call today:

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