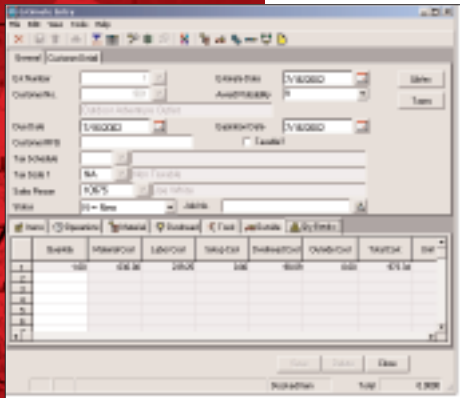




# Macola ES

## QUOTING & ESTIMATING



A very flexible user-friendly spreadsheet interface allows fields to be turned on or off and dynamically calculates material, labor, overhead, and outside processing costs.

Whether you are a distributor providing quotes to different customers or a manufacturer quoting every job on a case-by-case basis, Macola ES Quoting and Estimating (QE) package is your solution. With Macola ES QE you determine the level of detail to provide on your estimate.

### *Benefits of Quoting & Estimating:*

- Spreadsheet style interface for easy and efficient preparation of quotes
- Create estimates for both inventory and non-inventory items
- Interface allows fields to be turned on or off dynamically
- Quote any combination of material, labor, overhead and outside service costs
- Prepare quotes for both production order processing and shop floor control
- Use existing routings or create new operations to estimate labor costs
- Use purchase and manufacturing history to develop realistic costing models
- Perform what-if analysis by adding unlimited number of quantity combinations
- Convert quotes into manufacturing and sales orders automatically
- Actual to estimated cost comparisons help you refine future quotes

A flexible interface provides you with all the information required to give your customer a timely quote/estimate. Changes can be tracked using revision numbers that can later be converted into sales and manufacturing orders.

The module also utilizes Crystal Reports to give you integrated, customized solutions for all your reporting needs.

### **Integration**

With Macola ES QE you can quote any combination of material, labor, overhead, outside and service costs to create a quote/estimate. The module interfaces to Macola ES Order Entry (O/E), Production Order Processing (POP) and Shop Floor Control (SFC) packages creating easy access to the information you need.

### **Material Costs**

Material costs can be calculated by copying an item's bill of material (BOM) or by adding other material to it. Another item's BOM can also be copied as material to build your estimate. Both existing inventory items and non-inventory items can be used in the quoting process.

In addition to the cost of your item, you can also mark-up your material costs to compensate for shipping and other material handling charges. If you are using Macola ES's price code tables for the item being quoted, price breaks for various quantities are incorporated into the final quote/estimate.

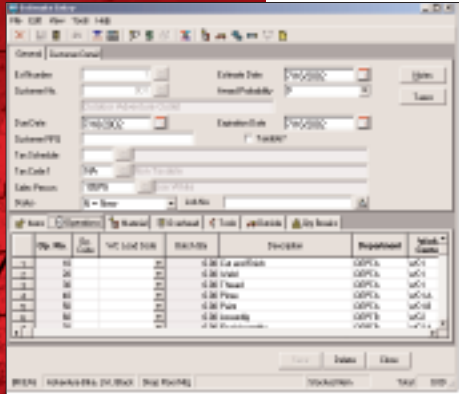
### **Labor Costs**

Macola ES QE calculates labor costs by copying a sequence of operations from an existing routing or allows you to add your own. You can also copy the processing steps of a similar



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The estimate entry screen is the main data entry screen for the Quoting & Estimating module.

item in its entirety or use certain operations in creating the new quote/estimate. If only Macola ES POP is in use, labor costs are calculated.

### Outside Processing Costs

As more and more services are being outsourced to gain manufacturing and cost efficiencies, these costs become an important part of your quoting process. With Macola ES QE you have the ability to incorporate and mark-up vendor related service costs as a part of your estimate.

### 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 help the estimator make an informed decision.

### What-if Multiple Quantity Cost Analysis

With Macola ES QE you can perform what-if analysis by adding an unlimited number of other possible quantities to provide your customer with the best option. A spreadsheet interface dynamically calculates the unit cost for various what-if quantities defined, spreading the fixed costs across the quote quantities. This powerful tool earns 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 Macola ES Shop Floor Control or Production Order Processing based upon whether manufacture the new item using routings or a simple one-step production recording process.

In addition to creating the relevant orders, Macola ES QE gives you the option to create new items, BOMs and routings for a new item within the various Macola ES packages.

**Macola ES Quoting and Estimating** eliminates your guesswork and keeps your customers in mind.

### More Information

For more information on Macola ES, please visit [www.macola.com](http://www.macola.com) or call 1.800.468.0834, extension 550.

## 800.468.0834



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