

Quotations

To provide the flexibility of producing quotes with multiple offers for stocked and/or customized (estimated) items for existing or prospective customers.

The Value of SYSPRO Quotations

- Quote on existing and/or custom items
- Retain Bill of Materials for custom manufactured items
- Retain supplier contracts for non-stocked purchased items
- Provide access to the Product Configurator at line level
- Identify time and materials for manufacturing an item
- Estimate expected labor, material and overhead costs
- Safeguard profits with built-in profit margins
- Retain analysis on lost quotes
- Selectively include quotations in MRP for planning

Audit Trails and Reporting

- Retains quotes for as long as required
- Detailed and summarized reports available
- Estimate details may be included in quotation reports
- On-screen queries show all quote and estimate details
- Analysis reporting available

Integration

- Integrates with the Work in Progress, Bill of Materials, Sales Orders, Inventory Control, Requirement Planning, Accounts Receivable, Accounts Payable, Purchase Orders and CRM

The Value of Business-to-Business Trading

- Recall non-stocked item information for use in multiple quotations
- Determine price and lead-time with on-line cost roll-up
- Define multiple formats for printing quotes
- Control quoted costs with expiration dates
- Five offers per quotation with default quantity breaks
- Re-value based on current inventory or BOM costs
- Copy and modify previous quotation
- Import from CAD-generated files (or other ASCII files)
- Recall configurations previously defined using the Product Configurator
- Automatically create work orders, purchase orders, sales orders, retentions, deposits and billing schedules on acceptance of quote
- Job chaining for multi-level custom Bill of Materials
- Automatically issue lower jobs to their parent, on completion
- Add and print notes, comments and instructions on reports and quotation formats
- Create inventory items and generate Bill of Material from estimate
- Optionally consider progressive scrap on calculation of material and capacity requirements

