



Quotations

SYSPRO's Quotations solution provides the flexibility of producing quotes with multiple offers for stocked and/or customized (estimated) items for existing or prospective customers.

The power of this system becomes evident when one or more stock items must be specially made. In these cases a supporting estimate can be created. This, in turn, may have one or more special parts, which again can be supported by an estimate, and so on. This process can be extended to fourteen levels, which are then rolled up to complete the quotation's top level costing.

The Value of 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

Matching Quotations to your business

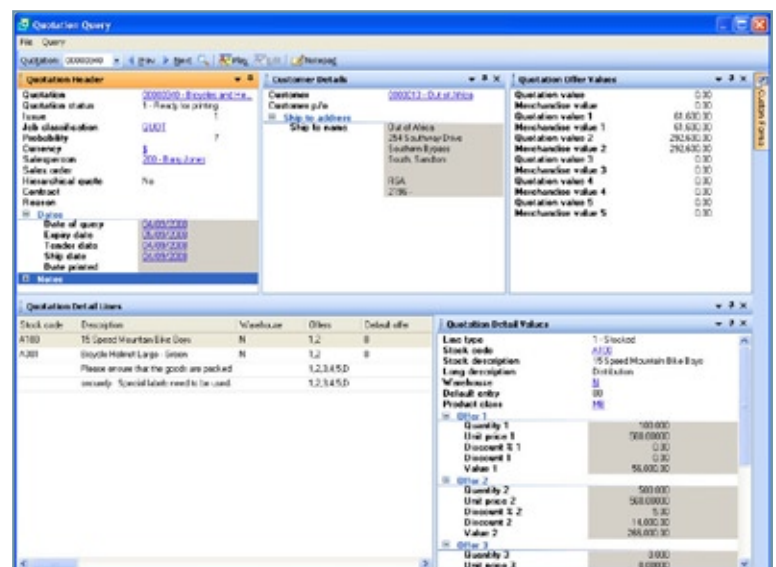
- Recall non-stocked item information for use in multiple quotations
- Determine price and lead-time with on-line cost roll-up
- Define multiple formats for printing quotes
- Control quoted costs with expiration dates
- Five offers per quotation with default quantity breaks
- Re-value based on current 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

Integration

- Integrates with the following modules:
 - Accounts Payable
 - Accounts Receivable
 - Bill of Materials
 - Inventory
 - Purchase Orders
 - Requirement Planning
 - Sales Orders
 - Work in Progress

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



The screenshot shows the 'Quotation Query' window with several panes:

- Quotation Header:** Shows Quotation ID (000004), Status (Ready to print), Issue (0001), Job Classification (200-Res-Lines), Currency (ZAR), Salesperson (200-Res-Lines), Sales order (000004), Hierarchical specific (No), Contract (None), Date of query (04/02/2008), Entry date (04/02/2008), Transfer date (04/02/2008), Ship date (04/02/2008), and Date printed (04/02/2008).
- Customer Details:** Shows Customer (000011 - D. J. J. J.), Ship to address (D. J. J. J., 284 Southern Drive, Southern Cross, South, Tzaneba), and Tax (21%).
- Quotation Offer Values:** A table listing merchandise values for five different offers.
- Quotation Detail Lines:** A table with columns for Stock code, Description, Warehouse, Offer, and Default offer. It lists items like 'TS Speed Mountain Bike Down' and 'Speed Mountain Bike Up'.
- Quotation Detail Values:** A table showing unit prices, discounts, and values for each offer.