Sage 500 ERP

Estimating

Increase Profitability and Win More Business With Exceptionally Accurate Estimates

Do you know if a new part is going to make you money or cost you money? Do you lose business to your competitors because your estimates are too high? The Sage 500 ERP (formerly Sage ERP MAS 500) Estimating module provides detailed estimating capabilities to help you increase business while improving your bottom line.
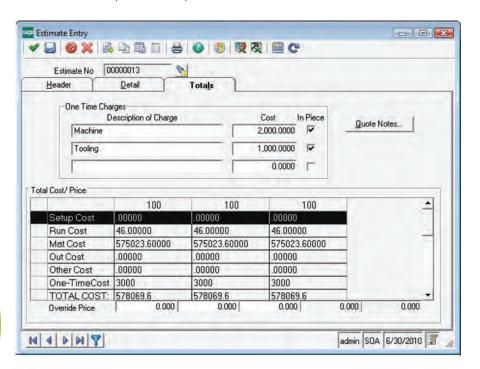
Estimates provide more than an educated guess regarding total cost of production because they include materials, outside processing, and labor, as well as overhead rates and one-time charges for tooling and engineering.

Estimates can be converted to a customer quote or directly to a sales order with a simple mouseclick. Further, an estimate may be copied to or from an existing routing and bill of material. This allows you to quickly create new estimates based on similar items or previous estimates. Estimates can even be created from existing work orders. This is critical because you can use the actual material quantities, scrap yields, and actual costs from a similar job to produce more accurate quotes.

Enable your estimating department by providing flexible markup codes for up to five different quantities of parts. You can choose how to mark up materials, labor, outside processing, tooling, and other costs.

Final estimates provide insightful production information, including total cost, cost per piece, total price, price per piece, and gross profit.

Estimating is compatible with either Light or Advanced Manufacturing. The optional Product Configurator module can help engineers by allowing them to create custom-designed routings and bills of material using sophisticated configuration rules. These configured routing and bills of material can be copied to a new part estimate.

BENEFITS

- Accurately calculate costs and prices for new parts using inventory costs, work center rates, and other data
- Convert estimates to a customer quote or directly to a sales order
- Improve accuracy on new quotes by using actual material quantities, scrap yields, and actual costs from a similar job
- Estimates and quotes can include multiple quantities of items, each with different markup codes
- Assign dates to each estimate to accurately track start date, promised date, required date, order date, manufacturing release date, and expiration date
- Final estimates accurately calculate valuable production information including total cost, cost per piece, total price, price per piece, and gross profit
- Analyze and monitor Estimating data to gain more insights into estimating and quoting

SAGE 500 ERP SOLUTIONS

- Financials and Project Accounting
- Manufacturing and Distribution
- CRM and E-Business
- Human Resources and Payroll
- Customization and Integration
- Business Intelligence

Cost Calculations

Estimating pulls inventory costs, work center rates, and other data to accurately calculate both costs and prices for new parts.

- Use raw materials and component item costs from inventory in new part estimates.
- Set up new labor standards for production processes while utilizing existing work center overhead rates.
- Include incremental scrap costs, setup, resetup, and additional labor-related costs.
- Include one-time costs, such as tooling or engineering, for more accurate estimates.
- The costing method can be changed if the estimate is created from a work order.

Integration

Eliminate duplicate data entry by using the copy-from and copy-to features in estimate entry.

- An estimate may be created from scratch or copied from an existing estimate, work order, or routing/bill of material and changed on a same-as-except basis.
- Estimates can be converted directly to a customer quote, sales order, work order, or a part routing/bill of material.
- A bill of material from popular CAD programs can be imported into Estimating using a built-in import utility.
- Attachments, such as engineering drawings and customer specifications and correspondence, can be attached to each estimate.

Multiple Quantities

Engineers can create estimates and quotes containing multiple quantities of items—each with different markup codes.

- An estimate and quote may contain up to five different quantities of parts.
- Each quantity on an estimate may be assigned a different markup code.
- Markup codes contain markup percentages for materials, labor, outside processing, one-time charges, and other production costs and operations.

Notes

Create internal estimate notes and external notes that appear on the customer quotation.

- Virtually unlimited internal notes can be created for each estimate. Internal notes print on the estimate but not on quotations.
- External notes appear on both the internal estimate and the customer quote.
- General notes may be entered for each material, labor, or outside process step required in the production of the estimated part.

Estimate Dates

Assign dates to each estimate to track expiration dates, estimated start dates, and more.

- Multiple dates may be entered to identify the estimate entry date, promised date, required date, order date, and manufacturing release date.
- Estimates and quotes may include an expiration date.

Tools and Utilities

Multimedia and CAD integration improves the estimating process.

- Multimedia objects, including video, audio, and scanned images, may be attached at the header or operation detail level.
- A built-in CAD viewer provides an online view of engineering drawings for parent and child items.
- Estimates may be routed electronically through popular email systems to members of approval groups for sign off on changes made to the estimate.
- If you have purchased Advanced Planning and Scheduling, you can phantom schedule a quantity of estimated parts to see how the order will affect the master schedule.

Business Insights

Analyze and monitor Estimating data to gain more insights into estimating and quoting.

- Built-in tools provide insight into estimate costs, quantities, and times. Analysis shows cost breakdowns for various quantities including total costs, per-piece costs, and gross profit percentage.
- Use the built-in alerting capabilities to send email alerts to managers, purchasing, sales, production, and other departments that may be affected by new or modified estimates.

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