



SMARTer MANAGER

ESTIMATES

An accurate estimate is the first and perhaps the most critical step in any profitable manufacturing environment.

Make-to-Order manufacturers typically rely on estimates to gauge performance.

In the project-oriented environment of make-to-order manufacturing, estimates must typically be calculated a number of times during the life of the job. It's here that the SMARTer Manager Estimates module really shines in its ease-of-use, flexibility and ability to provide precise estimating.

SMARTer Manager Estimates features a unique capability that can increase your on-time delivery commitment, at the time of the estimate.

You can quickly determine what impact an estimate will have on your production schedule by clicking on the What If? Scheduling button.

The system reacts by showing you how the estimated job may fit into the current resource schedule.

By viewing the potential bottlenecks in your shop floor that would prevent you from delivering on time, you can decide to move forward with your order or react with a new delivery date.

Using SMARTer Manager's Estimate module is easy. By simply entering the pertinent estimate information, including material requirements, processing steps and target quantities, you can be confident of an accurate, real-time estimate.

Upon confirmation of estimate acceptance and maybe even receipt of a Purchase Order, one click transforms the Estimate into a Production Order and you can schedule the job to begin.

The screenshot shows the 'Estimates' window in SMARTer Manager. The form includes fields for Estimate Number (10018), Date (03/20/2011), Item (1), Status (Accepted), Estimated By (PAT100), Group (10018), Customer (HYS100), Job Type (Template), Project, Ship To (HYS100-1), Part Type (Production), BOM Item, Buyer (HYS100-1), Part Number / Rev (2505-100-900), Description (Take-Up Assembly), Lead Time Days, RFQ#, Sales Rep. (STEPHANIE), Unit (EACH), Purchase Order (BL3409), Job Number (1008), Terms (ON RECEIPT), Accepted/Rejected (03/20/2011), Order Qty (50), and FOB Point.

Below the form is a table for 'Estimate Quantities' with columns for 50, 150, 250, 500, 1000, and 1500. The 'Estimate Summary' table is shown below:

	50	150	250	500	1000	1500
Estimate Quantities	50	150	250	500	1000	1500
Unit Prices	26.06222	25.67869	25.60194	25.54449	25.47072	25.50615
Total Estimated Value	\$1,303.11	\$3,851.80	\$6,400.49	\$12,772.25	\$25,470.72	\$38,259.23
Estimated Costs	\$871.43	\$2,574.21	\$4,276.86	\$8,533.96	\$17,017.70	\$25,561.80
Net Profit	\$431.68	\$1,277.59	\$2,123.63	\$4,238.29	\$8,453.02	\$12,697.43
Net Profit Percentage	33.14%	33.17%	33.18%	33.18%	33.19%	33.19%

At the bottom of the window, there are buttons for Notepad, Messages, Locate, Print, Create Order, Import Estimate, and Exit. A note at the bottom states: 'Use this button to see when the current estimate could be delivered of if you can meet a specific target.'

One Click transforms any Estimate into a Production Order.