

# SYSPRO Quotations



SYSPRO's Quoting and Estimating capabilities allow you to create professional and comprehensive quotations. A highly flexible interface provides you with all the information you need to give your customers timely quotes/estimates. The Quotations and Estimates allow for the creation of a quote/estimate for either an existing customer or prospect or for either an existing inventory item or a non-inventory item. SYSPRO lets you track changes by using revision numbers, and all supporting documentation involved can be attached directly to the Quotation.

Quotation and Estimating produces a cost estimate that includes material, labor, burden, and outside services. As more and more services are being outsourced to gain manufacturing and cost efficiencies, these costs continue to be an important part of your quoting process. SYSPRO's Quoting and Estimating gives you the ability to incorporate vendor related service costs and can be marked up as a part of your estimate.

Estimates can be quickly generated by copying from another estimate, an existing stock code or importing from excel then modifying the new estimate to match the customer's specifications.

Upon confirmation of an awarded contract, you can easily create the sales order, purchase order(s) and a work order(s).

## The benefits of Quotations

- Quotations for existing and/or custom items
- Product Configurator for streamlined quote generation
- Accurate time and materials estimates for manufacturing
- Accurate estimates of expected labor, material and overhead costs
- Bill of Materials retention for custom manufactured items
- Supplier contract maintenance for non-stocked purchased items
- Built-in margins to safeguard profits

- Lost-quote analysis to improve sales
- Optional inclusion of quotations in material requirements planning for forward planning based on acceptance probabilities
- Job chaining for multi-level custom bills of material
- Manual or automatic quotation numbering, optionally by branch and with prefix
- Quotation versioning for tracking quote changes
- Streamlined importing of details from third-party products such as CAD and Excel

## Quotations features

- Determine price and lead time with online cost roll-up
- Define multiple formats for generating quote documents for printing, faxing and emailing
- Control quoted costs with expiration dates
- Create up to five offers per quotation with default quantity breaks
- Copy and modify previous quotations
- Recall non-stocked item information for use in multiple quotations
- Re-value quotes based on current inventory or bill of material costs
- Import estimates and quotes from external files such as CAD-generated data
- Recall configurations previously defined using the Product Configurator
- Automatically create work orders, purchase orders, sales orders, retentions, deposits and billing schedules on acceptance of a quote
- Add and print notes, comments and instructions on reports and quotation formats
- Create inventory items and generate a bill of material from an estimate
- Optionally include progressive scrap in the calculation of material and capacity requirements
- Optionally prefix automatically generated non-stock codes

# SYSPRO Quotations



Quotation Query

File Query

Quotation: 00000340

Quotation Header

Quotation	00000340
Description	Bicycles and Helmets
Quotation status	1 - Ready for printing
Issue	1
Job classification	QUOT
Probability	7
Currency	₺
Salesperson	200 - Barry Jones
Sales order	Show
Hierarchical quote	No
Contract	
Reason	
<b>Dates</b>	
Date of query	09/04/2012
Expiry date	09/05/2012
Tender date	09/04/2012

Customer Details

Customer	0000013 - Out of Africa
Customer p/o	
<b>Ship to address</b>	
Ship to name	Out of Africa
Building	254 Southway Drive
Street	Southern Bypass
City	South, Sandton
Locality	
State	
Country	RSA
Zip	2196 -
Geolocation	0.000000 , 0.000000

Quotation Offer Values

Quotation value	0.00
Merchandise value	0.00
Quotation value 1	61,600.00
Merchandise value 1	61,600.00
Quotation value 2	292,600.00
Merchandise value 2	292,600.00
Quotation value 3	0.00
Merchandise value 3	0.00
Quotation value 4	0.00
Merchandise value 4	0.00
Quotation value 5	0.00
Merchandise value 5	0.00

Quotation Detail Lines

Stock code	Description	Warehouse	Offers	Default offer
A100	15 Speed Mountain Bike Boys	N	1,2	0
A301	Bicycle Helmet Large - Green	N	1,2	0
	Please ensure that the goods are ...		1,2,3,4,5,D	
	securely. Special labels need to b...		1,2,3,4,5,D	

Quotation Detail Values

Line type	1 - Stocked
Stock code	A100
Stock description	15 Speed Mountain Bike Boys
Long description	Distribution
Warehouse	N
Default entry	00
Product class	MB
<b>Offer 1</b>	
Quantity 1	100.000000
Unit price 1	560.000000
Discount % 1	0.00
Discount 1	0.00
Value 1	56,000.00
<b>Offer 2</b>	
Quantity 2	500.000000
Unit price 2	560.000000