

Estimating

Superior estimating tools for manufacturing and service products

Profitable jobs start with accurate estimates. glovia G2 Estimating accelerates the development of customer quotes and bids, thereby increasing the accuracy of your plans and budgets. Functionality within Estimating provides for flexibility of product cost and structure. With glovia G2, you have the tools to respond quickly to customer requirements and changing needs and still improve profitability.

Simplify the Estimating Process

By Managing estimates more efficiently, you can improve profitability for any type of product. Estimating gives you the tools you need to quickly and easily generate estimates, establish products structures, develop quotes, and evaluate the cost of proposed contract and engineering changes. A standard checklist of estimating steps helps assure consistent and complete estimates.

Estimate creation and revision is streamlined and simplified with multipurpose estimating worksheets. Estimates can be completed faster, with less effort, giving clients quick responses to their RFQs. glovia G2 handles both services and materials with ease, enabling you to manage all aspects of your business in a single integrated system.

Simplifying the Product Structure Process

With Estimating, you can build new product structures and modify existing structures with ease. These structures remain "local" so that no conflict is created with existing glovia G2

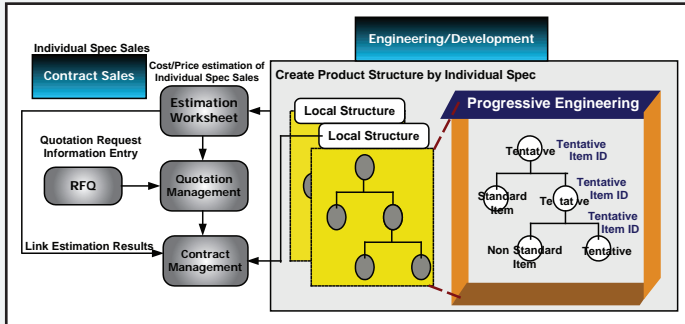


Estimating

Engineering bills of material. Customer unique requirements can be met by reconfiguring an existing item. Alternatively, the structure of a new product can be developed from the bottom up, while simultaneously maintaining its supply and demand pegs. You can see the effects of proposed product structure alterations easily and react quickly to changing requirements.

Progressive Engineering

Manufacturing has been challenged for years by the need to plan the long lead components while still designing higher levels of the end-item assembly. As shown in the following graphic, glovia G2 enables this by way of Progressive Engineering, functionality that allows you to do exactly that - place Purchase Orders and Work Orders for long lead components while designing the using assembly.



Further, glovia G2 will maintain the demand/supply relationship to the as yet undefined assembly item so the component is not inadvertently used to meet a different demand.

Develop Accurate Cost and Price Rollups

An extensive selection of cost elements helps you set realistic selling prices based on business objectives. The system provides detailed visibility of costs, margins, and profitability to help you determine the optimal price. Cost roll-ups give you a baseline for evaluating new quotes and proposed contract changes. Estimates are linked to glovia.com Project Accounting and glovia.com Program Cost Accounting, which measure estimates against actual performance, improving the accuracy of your estimates for future contracts.

Worksheet Services and Materials List

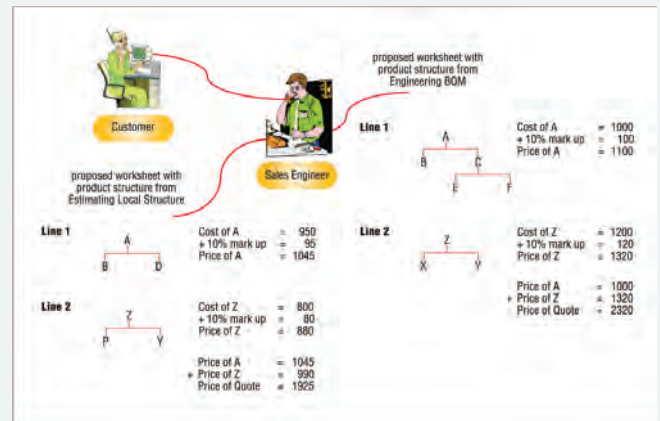
- Provides a reserved work area for:
 - ◆ Building new product structures for each item
 - ◆ Modifying existing product structures
 - ◆ Calculating costs, prices and margins for materials and services
- User-defined estimating checklist and "To Do" lists
- Complete history of changes available for reference

Local Structures

- Product structures can be specific to a project demand (local) or shared as common structures
- Local structures can be converted to the engineering database for use in other glovia.com applications
- Complete visibility of where local structures are used is provided
- New products can be progressively engineered from the bottom up using local structure functionality, which maintains demand and supply pegs and allows for replacement of defined items in all associated records
- Configured items can be defined as a local structure to aid flexibility of planning while maintaining the original pro forma hierarchy
- Engineering changes can be evaluated simultaneously against local structures, pro forma hierarchies and engineering BOMs without impact to local structure data

Cost and Price Roll-Up

- Cost roll-ups based on:
 - ◆ Cost only
 - ◆ Price only
 - ◆ Cost and price
- Supports roll-ups for both material and service items



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