## AUTO QUOTE

### INTEGRATED PROTOTYPE

#### **Objective**

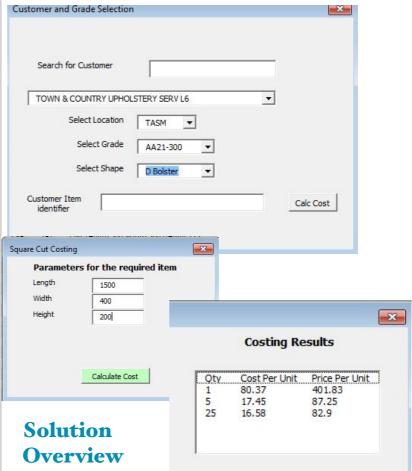
Demonstrate and test the feasibility of using an automated quoting tool for foam products that fall within 9 geometric shape categories. Manual quoting is a laborious and slow process with a very low % of quotes ever converted to sales.

# Additional Requirements

Provide a costing model that can be audited and verified taking into account foam types available win different geographic areas, customer segmentation to apply margins based on segment or custom to each customer. Costing to account for material usage, material waste, machining time and labour cost with overhead allocations

#### Result

A prototype that performed the cost calculation and applied the margins required. Future development would refactor this into a web application with full database functionality to record all quotes and allow eventual promotion of the quote into the production system.



The solution built in

Excel with a SQL backend has the following workflow:

- Activate a new quote, select known customer or new prospect
- Select the shape, region
- Enter the dimensions required for the shape and quantity required
- System then calculates costing based on single item, sheet and block lots
- System applies the sales margin and records the detail pricing for review by the sales team dynamic based on some business rules that determine when it is required

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