

**Ora**  
Technology, LLC



**MFG***it!*

Intelligent Technology For Manufacturing

<http://www.mfgit.com>

**Quote***it!*

On-Line Quote Management System

**Product Sheet**

# Quote

*it!*

[On-Line Quote Management System](#)

# MFG

*it*

Intelligent Technology  
...for Manufacturing!



Quote-IT! is a Comprehensive OMC (Opportunity Management and Costing Module) which provides a total solution for the critical "Front End" of your manufacturing enterprise.

From "Log-in" to retrieval from archives, Quote-IT! is a **self contained** information and data analysis center, acting as your project manager in the execution of customer proposals and bid analysis.

The Quote-IT! System:

- Defines
- Organizes
- Manages
- Monitors
- Communicates
- Analyzes
- Formalizes
- Approves

**Using a project management methodology**, results include: increased throughput; reduced cycle-times; process consistency; pricing integrity; project traceability and increased responsiveness to customer demands.

---

## **Product Overview:**

The Quote-IT! System was conceptualized and created by a team of industry professionals with decades of experience in Contract and OEM Manufacturing.

## **Case Study:**

*Summary of findings: Many enterprises **continue to face day to day risks on future revenues**, new customer opportunities, and overall business growth, as a result of the inefficiencies of their current proposal management systems and procedures.*

## **Challenge:**

Create a OMC that...

- defines and manages the quote process
- yields a competitive advantage in overall performance
- has an “out of the box” return on investment

## **The Result:**

The **Quote-IT!** System...

## **Features:**

- standardizes the “building” process of a quotation.
- satisfies “Contract Review” under ISO standards.
- monitors and communicates status and performance.
- retains data on line.
- creates a professional quote response.

## **Benefits:**

- enhances your ability to close on new business opportunities.
- improves your cost competitiveness.
- provides critical business decision data and analysis.
- overall throughput and productivity gains.

## **Sustained Performance:**

Complete trace-ability and transaction recording, as well as an almost infinite number of report and metric options. Your organization not only has the records of performance, but can use them for goal setting, benchmarking, and continuous improvement.

The RFQ response **is**, in effect, your first deliverable on any project, and will be a looking glass into your company's ability to respond. Your response will be measured for on-time delivery, quality, and content. The Quote-IT! System will facilitate your ability to demonstrate superior performance.

### **Features:**

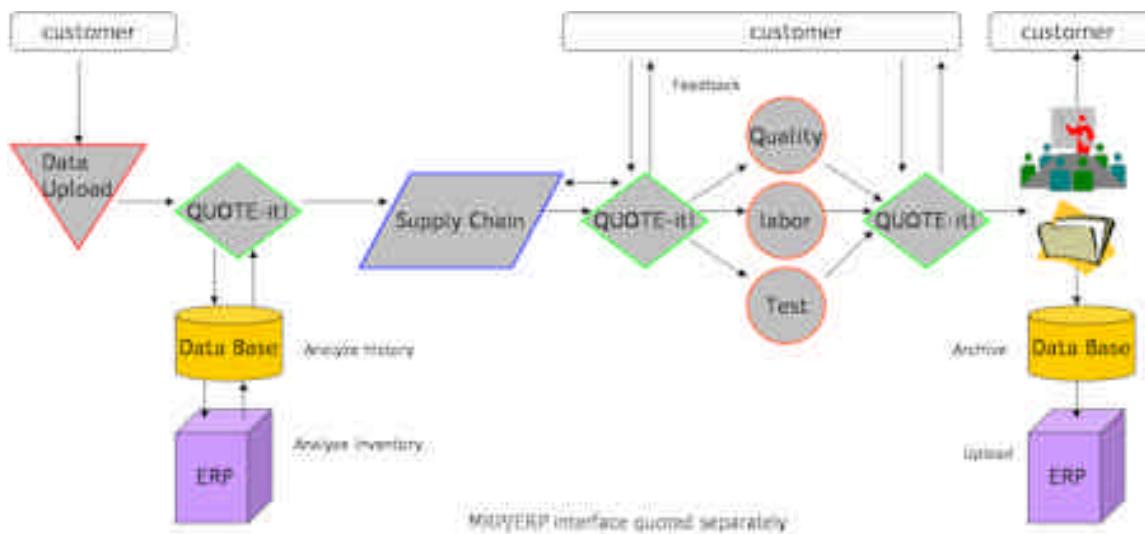
- ❑ Project Oriented Quote Management.
- ❑ **Executive Reports** for tracking Quote Process Metrics including; Customer Histories, Win-Loss History, Sales Force Performance and Loss Paretos
- ❑ Log In Template
- ❑ **BOM Upload Wizard** (multi-level friendly)
- ❑ Document Control Center
- ❑ Project Level Action Item tracking
- ❑ Project Revision History tracking
- ❑ **Auto Generate Supplier RFQ(s)** for preferred suppliers
- ❑ Import Supplier RFQ responses directly into quote projects
- ❑ Lead-Time Analysis
- ❑ Excess Inventory Analysis
- ❑ **Auto Award Wizard** to run various award scenarios
- ❑ **Drill Down Reports** to profile costs and liabilities
- ❑ **Decision Point Analysis** Tables to show variances from actuals
- ❑ Labor Template
- ❑ Test Template
- ❑ NRE Template
- ❑ Terms and Condition Templates
- ❑ **On-Line Departmental Level Contract Review and Approval**
- ❑ Quote Presentation Output in MS-Excel, PDF, HTML, RTF, TEXT
- ❑ **Closed Loop Supplier Feedback** with detail
- ❑ User Level Permission Control for each module
- ❑ Automated Change Logs
- ❑ User Level Session Tracking and Transaction Log
- ❑ Automated Application Updating via Internet
- ❑ Automated Application Error Logging via Internet
- ❑ Multi-Facility capable
- ❑ Familiar Windows desktop type application
- ❑ Client Application Tested on Windows 98SE, ME, 2000, XP

**How it works:**

The QUOTE-it! System is designed around a “client/server” model where the “client” is familiar Windows-Style application that is installed on the user’s workstation and is responsible for the functionality of the system. The “server” is a collection of databases that store and maintain data integrity in a centralized and globally accessible location for the “client”.

The “client” application can be installed on any compliant workstation that has an active internet connection (hosted version) or an internal network or LAN connection (leased/purchased version).

The following flowchart demonstrates an overview of the process flow for a quote in the Quote-IT! System.



**Modules:*****Customer Module***

- General Information
- Contact Information
- Profile\*
- Quote History

\*Profile:

Analysis of Active Quotes & Overdue Quotes

Analysis of Wins, Losses, and Quotes Still Pending a decision.

Loss Failure Pareto analyzes "why" previous quotes were lost.

***Supplier Module***

- General Information
- Contact Information
- Profile
- S-RFQ History

Supplier Closed Loop Feedback – Grades performance at the bidding stage. On time average and responsiveness. Lost reason code and pricing detail.

***Part Master Module***

- General Information
- Extended Information
- AVL (Approved Vendor List)
- Where Used\*
- Matrix Pricing
- S-RFQ History

\*Primary Part Number, or on any of the Manufacturer Level Part Numbers.

***Bill of Material Module***

- General Information
- EAU Forecasting/Matrix Quoting
- BOM Tree
- Change Log
- Pricing Roll-up
- Component Status Roll-Up

**Reports Module**

- Too Many Reports to describe.

**Project Module**

- Revision History
- Project Details
- Standards and Terms
- Data Center
- Project Timeline
- Action Items/Issues Log
- Bill(s) of Material
- Part Master(s)
- Drill Down Reports
- Decision Point Analysis
- Contract Review
- Formalized Quote

**Administration**

- Unique User Names
- User Level Passwords
- Permissions\*
- Session Tracking
- Change Log

\*Permissions may be given at the user level, or according to a "department" profile. Permission levels are:

- None
- View Only
- View/Edit
- View/Edit/Add
- View/Edit/Add/Delete

For more information, or to set up a trial, call 800.581.7192

[www.mfgit.com](http://www.mfgit.com)