

Estimating for Microsoft Dynamics® AX

AX
Microsoft
Dynamics

Win more business and improve profitability by enabling rapid, accurate response to sales opportunities for custom-designed products and services.

What would it mean to your business if you could perform more estimates more quickly with the same resources while increasing your confidence in estimate accuracy?

Could you ...

- Compete for more opportunities?
- Increase overall profitability?
- Win more competitive bids?
- Strengthen customer relationships?

With Cincom Estimating, you can quickly create detailed, accurate estimates using product, project and financial information held throughout Microsoft Dynamics AX. You can coordinate a team of many different internal contributors and external suppliers and consider many different cost history elements and scenarios—all while meeting customer expectations for a fast response.

Cincom Estimating extends Microsoft Dynamics AX with capabilities to speed development of accurate cost estimates for ETO products, custom services, new product development and make vs. buy scenarios.

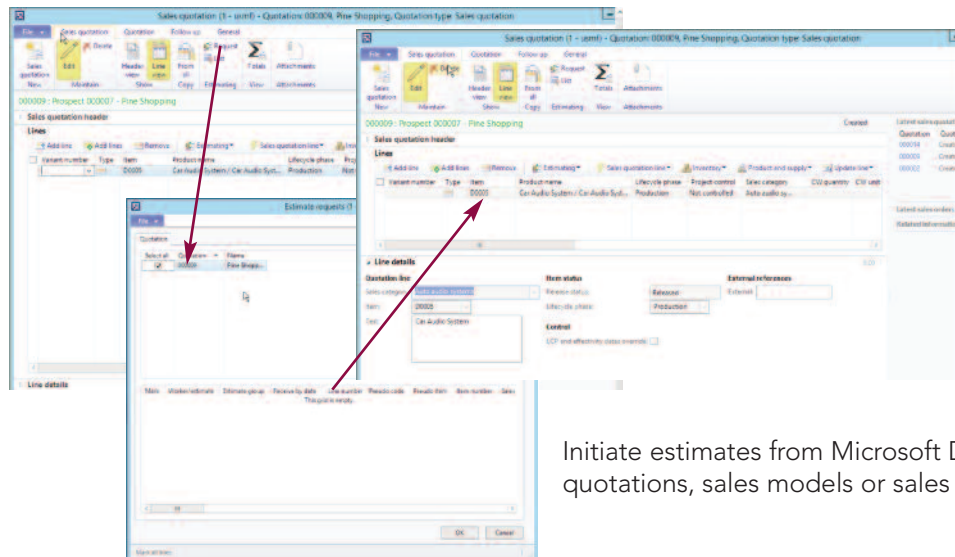
- Comprehensive estimate breakdown structure
- What-if scenarios
- Powerful estimator workbench
- Team assignments and supplier RFQs
- Cost history application
- Automated cost roll-up

Use for:

- Sales quotations and proposals
- Engineering change requests/orders
- Project budgeting

Benefits:

- **Speed estimate turnaround.** Enable your estimators to accelerate information collection as well as collaboration with internal experts and external suppliers, then quickly pull everything together into a comprehensive estimate.
- **Increase pricing accuracy.** Ensure that all product and process elements are taken into consideration and that accurate direct and indirect cost factors are applied throughout.
- **Improve profitability.** Compare multiple estimate scenarios to determine which is most likely to win the business and result in the optimal margin.
- **Increase sales capacity.** Reduce the manpower requirements and cost to produce estimates so that you can compete for more opportunities.



Initiate estimates from Microsoft Dynamics AX quotations, sales models or sales agreements.



Features

Estimate breakdown structure	Multi-level estimate structure with integrated bills of material (BOM), route, work breakdown structure (WBS), cost elements and project categories provide the basis for developing thorough estimates.
Estimator workbench	<p>Many time-saving capabilities speed collection and development of estimate details.</p> <ul style="list-style-type: none"> • Drag-and-drop import of existing items, bills of material and routes • Incorporation of pseudo items, bills of material and routes not yet contained in the formal system • Application of cost history based on user-defined rules • Application of overhead with an unlimited indirect and project cost categories (e.g., travel, engineering, etc.) • User-definable inflation, scrap and contingency factors • Cost/resource spreads across fiscal periods • Microsoft® Excel® integration
Cost integration	Links to product and project cost history, multiple cost categories, indirect cost application and other capabilities help to ensure that estimates are based on the best available cost information.
Internal and external collaboration	<p>The assignment capability enables various sections of an estimate to be handled by different departments or individuals to spread the workload and facilitate a team approach to estimate development.</p> <p>Integrated purchase request for quotation (RFQ) and response import capabilities extend collaboration to suppliers.</p>
Automated cost roll-up	Calculates total estimated cost in minutes once estimate structure is complete
Multiple revisions and scenarios	Multiple estimate versions, copy capability and what-if scenarios help estimators create various options to produce the best possible estimate.
Quotation/proposal integration	<p>Estimates can be initiated from:</p> <ul style="list-style-type: none"> • Microsoft Dynamics AX sales quotations, sales orders or sales agreements, project quotes, or • Cincom CPQ™ for Dynamics CRM or Multi-Channel Sales Portal (procedural now; workflow planned) <p>Estimates can be incorporated into proposals using the Cincom Proposal and Document Generator.</p>
Product information management integration	Pseudo items and bills of material created in Estimating can be copied to product information management to initiate setup as valid production items; Cincom Product Data Management can be used to manage release for production.



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