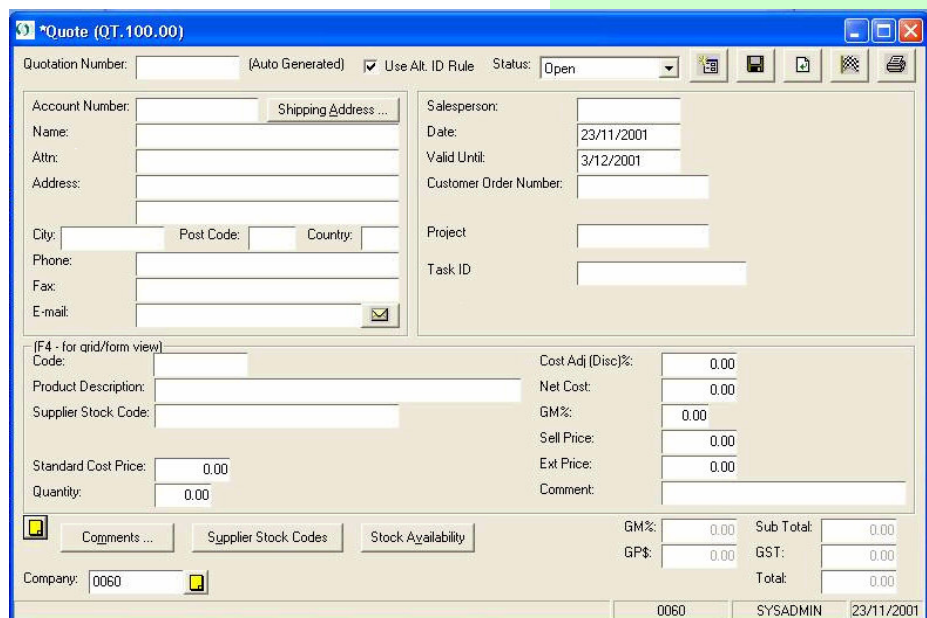


Quoting Module for Microsoft Business Solutions - Solomon

The Quoting Module has been developed with the award winning Solomon Software VB Tools to enable salespeople to quickly and efficiently provide customers and prospects with a quote for goods and services. As a fully integrated module with Solomon, once a quote has been accepted all appropriate information required for the despatch, invoicing and services will be transferred to the Order Management module.

Quote Entry Screen



The screenshot shows a software window titled '*Quote (QT.100.00)'. At the top, there are fields for 'Quotation Number' (with '(Auto Generated)' and a checkmark for 'Use Alt. ID Rule'), and a 'Status' dropdown menu set to 'Open'. Below this, the form is divided into several sections:

- Customer Information:** Fields for 'Account Number', 'Name', 'Attn', 'Address', 'City', 'Post Code', 'Country', 'Phone', 'Fax', and 'E-mail'. A 'Shipping Address ...' button is next to the 'Account Number' field.
- Salesperson Information:** Fields for 'Salesperson', 'Date' (23/11/2001), 'Valid Until' (3/12/2001), 'Customer Order Number', 'Project', and 'Task ID'.
- Product Information:** Fields for 'Code', 'Product Description', and 'Supplier Stock Code'. A note '(F4 - for grid/form view)' is above the 'Code' field.
- Cost and Pricing Summary:** A table with the following values:

Cost Adj (Disc)%:	0.00
Net Cost:	0.00
GM%:	0.00
Sell Price:	0.00
Ext Price:	0.00
Comment:	
- Summary and Actions:** Fields for 'Standard Cost Price' (0.00) and 'Quantity' (0.00). Below are buttons for 'Comments ...', 'Supplier Stock Codes', and 'Stock Availability'. A summary table shows:

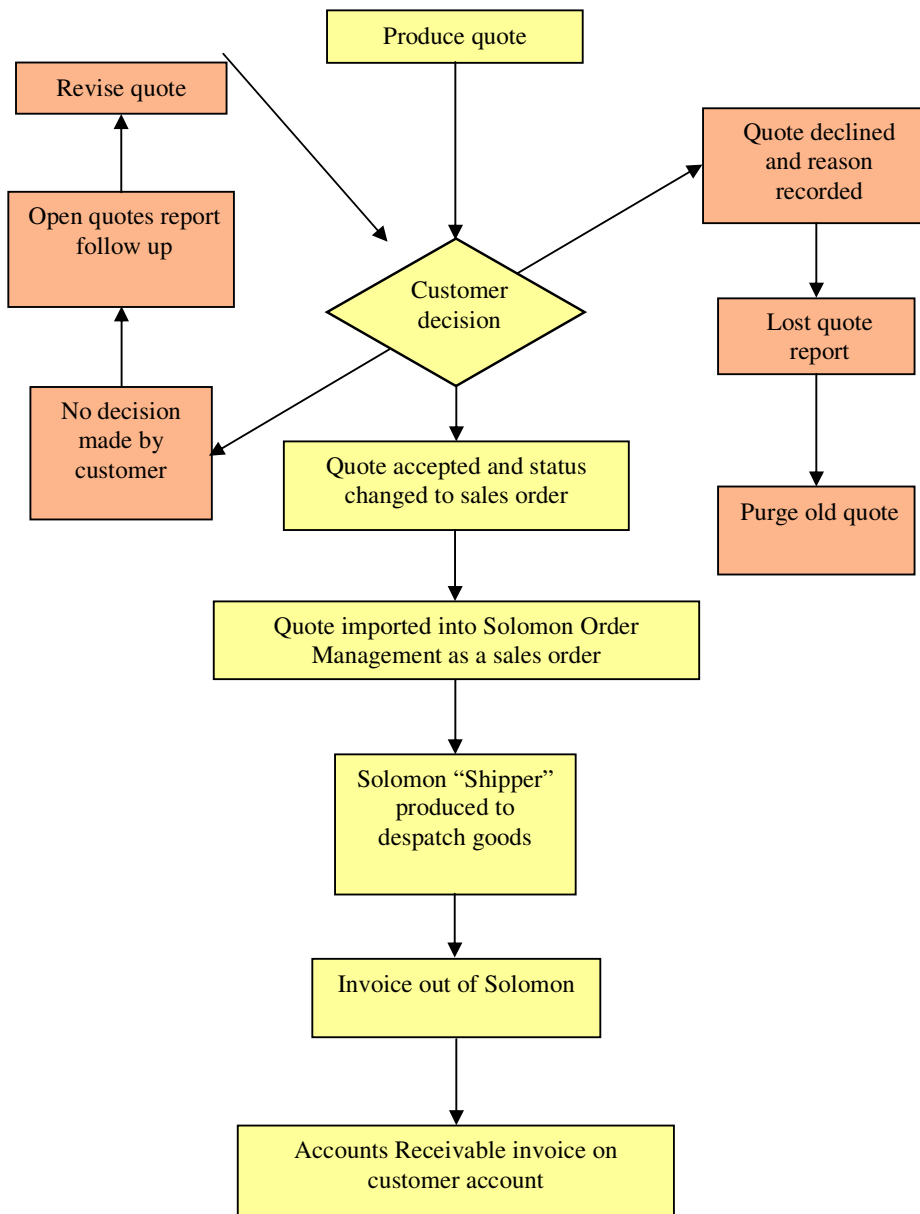
GM%:	0.00	Sub Total:	0.00
GP%:	0.00	GST:	0.00
		Total:	0.00
- Status Bar:** Shows 'Company: 0060', '0060', 'SYSADMIN', and '23/11/2001'.

The design of the Quoting module had the following objectives to help our initial client, a nationwide computer notebook sales organisation:

- Be simple and efficient for salespeople to use. This has been achieved by creating a single program entry screen for sales staff to use.
- Allow quotes to be created for both existing customers and prospective customers. In the case of existing customers, all required information is read from the existing customer file. In the case of prospective customers, we are able to collect their details and produce a quote without entering their details into the Solomon customer base until the quote is accepted.
- Salespeople can quote for both existing inventory and possible inventory without all inventory details existing in Solomon. If an inventory item exists in Solomon the quote reads the details from Solomon inventory tables. When quoting for products not yet stocked, the quote system allows you to describe the item and include a supplier product code without loading any details into the Solomon inventory tables. This concept of only creating inventory codes when a quote is accepted avoids cluttering your inventory ledger with unnecessary items.
- Encourage salespeople to know what their margin is in terms of both dollars and percentages. Our aim is that salespeople maximise the profitability (and know the profitability of each quotation).

Lifecycle of a Quote

The following flow diagram is the normal lifecycle of a quote through the stages of goods being supplied and an invoice produced.



Enhance your business profitability with our Quoting module extension to Solomon by efficiently producing quotes with known margins, automatic order processing and invoicing once the quote is accepted.

Features/Benefits of the Quoting Module are:

- **Solomon customisation allows all screens and reports to be modified to meet your needs**
- **Integration with other Solomon modules means data should only be entered once**
- **Simple and efficient method of creating a quote and sending to a prospect/customer via e-mail or fax**
- **Ability to quote non-customers means Solomon is only dealing with customers who have accepted quotes**
- **Ability to quote for items not yet stocked**

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For product pricing and availability, contact your authorised Solomon reseller.