

# 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?

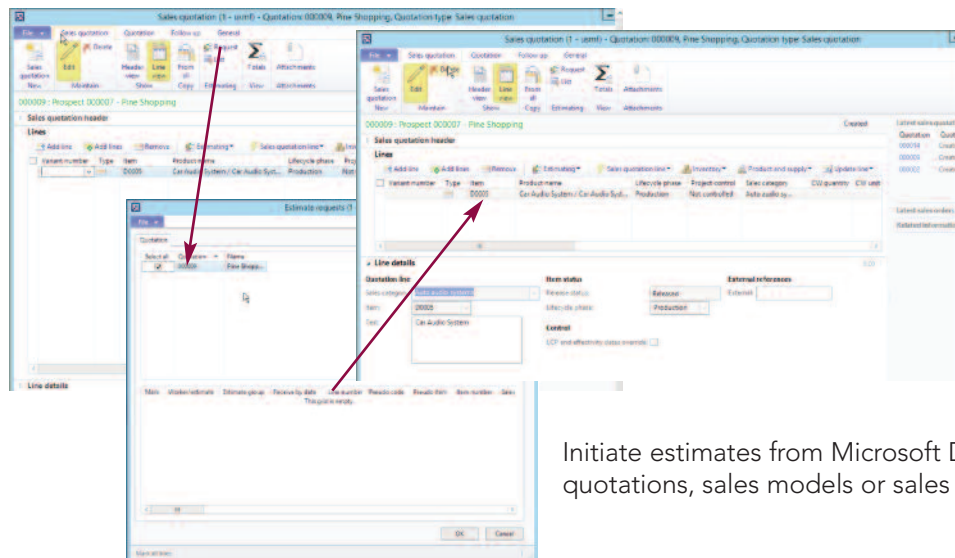
Could you ...

- 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



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

## 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.

**Microsoft Partner**

Gold Independent Software Vendor (ISV)



## Features

<b>Estimate breakdown structure</b>	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.
<b>Estimator workbench</b>	<p>Many time-saving capabilities speed collection and development of estimate details.</p> <ul style="list-style-type: none"> <li>• Drag-and-drop import of existing items, bills of material and routes</li> <li>• Incorporation of pseudo items, bills of material and routes not yet contained in the formal system</li> <li>• Application of cost history based on user-defined rules</li> <li>• Application of overhead with an unlimited indirect and project cost categories (e.g., travel, engineering, etc.)</li> <li>• User-definable inflation, scrap and contingency factors</li> <li>• Cost/resource spreads across fiscal periods</li> <li>• Microsoft® Excel® integration</li> </ul>
<b>Cost integration</b>	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.
<b>Internal and external collaboration</b>	<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>
<b>Automated cost roll-up</b>	Calculates total estimated cost in minutes once estimate structure is complete
<b>Multiple revisions and scenarios</b>	Multiple estimate versions, copy capability and what-if scenarios help estimators create various options to produce the best possible estimate.
<b>Quotation/proposal integration</b>	<p>Estimates can be initiated from:</p> <ul style="list-style-type: none"> <li>• Microsoft Dynamics AX sales quotations, sales orders or sales agreements, project quotes, or</li> <li>• Cincom CPQ™ for Dynamics CRM or Multi-Channel Sales Portal (procedural now; workflow planned)</li> </ul> <p>Estimates can be incorporated into proposals using the Cincom Proposal and Document Generator.</p>
<b>Product information management integration</b>	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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