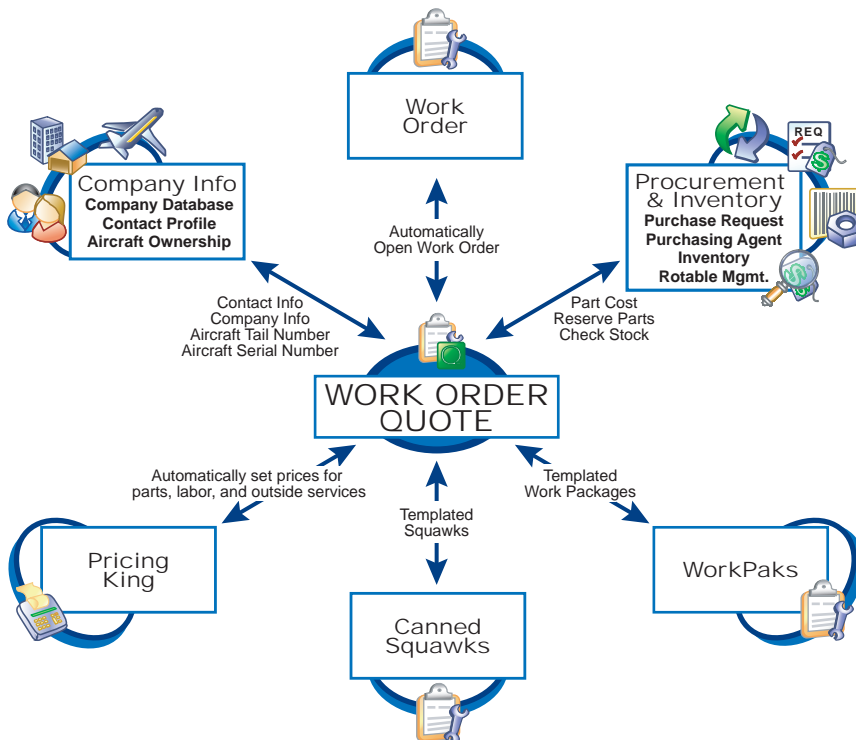


FEATURES

- | Tracks customer request for quote items.
- | Offers multiple quote scenarios and revisions.
- | Generates work orders automatically with the click of a button.
- | Estimates cost, revenue, and gross profit at all levels.
- | Tracks quoted vs. work order actuals.
- | Builds a quote from templated work scopes.
- | Quotes prices based on customer contract.
- | Controls workflow for multiple department quotations.
- | Generates reports for the sales pipeline.
- | Controls quote revisions.
- | Provides quote management features.

INTEGRATION



OVERVIEW

CORRIDOR®'s Work Order Quote module provides all of the flexibility, speed, ease and ability to monitor customer quote information. Whether quoting large jobs, small jobs, multiple-shop jobs, flat-rated jobs, offering incentives or deviating from standard quotes, your sales people have the ability to easily and quickly create, edit and customize quotes based on customer preference. Quotes are turned into work orders with the push of a button. All aspects of revenue, costs and margins of the quote (as well as the work order) can be monitored in real-time as the job progresses.

From "ballpark" estimates down to specific labor hours, parts, services and freight charges, the Work Order Quote module is flexible enough to handle every one of your customers... and their changing requests. Instantaneously add, delete, edit, customize, and review quotes.

Create quotes quickly and without hassle using canned work descriptions for inspections, repetitive-type maintenance and applications, service bulletins, AD's, etc. Standardized work descriptions can include flat rates, lead time, disclaimers, warranties, as well as any specific pricing for labor, parts, services, freight charges, etc. And your sales team can quickly and easily update "canned" or standardized work descriptions based on changes from aircraft manufacturers, vendors, or company directives.



WORK ORDER QUOTE MODULE



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SCREENSHOTS



WORK ORDER QUOTE MODULE

Work Order Quote number: W0004-00965 Refresh Revisions: 1 Department: Administrative Auto Refresh Display deleted items

Default customer: Add customers Billing Sales Estimates Revisions Work Orders Requested items

Disposition: Waiting Approval

Quote valid to: 12/01/2004

Status: Open Close Quote

Quote total: \$4,828.00

Canned W.O. Quote: Create Canned W.O. Quote...

Item description	Lead time	Registration number	Billing method	Item total
Interior Refurbishment			Time & Materials	\$4,828.00
1.1. COOPIT			Time & Materials	\$4,828.00
# Steps				\$2,328.00
# L.1. HEADLINER			Time & Materials	\$1,728.00
# Labor			Time & Materials	\$875.00
# L. Administrative	12.50	\$70.00		\$875.00
# Parts			Time & Materials	\$730.00
# L. 066-0200 LINING	100	\$7.30		\$730.00
# Misc charges				\$123.00
# L.1.2. GLARE-SHIELD			Time & Materials	\$500.00
# L.1.3. SIDEWALLTRIM			Time & Materials	\$100.00
# Labor			Time & Materials	\$2,500.00
# L.2. ENTRY AREA			Time & Materials	\$0.00
# L.3. CREW SEATS			Time & Materials	\$0.00

Item, Squawk, Step, Labor, Part, Service, Misc charge, Create Work Order, OK, Cancel, Apply

Main Work Order Quote Screen

	Revenue	Estimated cost	Margin (%)	
Labor:	\$58,775.00	\$26,304.50	55.25	Labor detail...
Parts:	\$754,400.00	\$493,017.00	34.65	Parts detail...
Services:	\$38,000.00	\$27,850.00	26.71	Services detail...
Misc charges:	\$1,600.00	\$1,050.00	34.38	Misc charges detail...
Total:	\$1,052,470.00	\$548,221.50	47.91	

Add revenue/cost adjustment

Work Order Quote Estimates Tab

Parts revenue/cost detail for QT04-020:

Part number	Part description	Association	Revenue	Est. cost	Margin
Carpet		QT04-020 1.7 #1	\$224,000.00	\$125,670.00	43.90
Curtain		QT04-020 1.8 #1	\$350.00	\$129.00	63.14
FMS		QT04-020 4.2 #1	\$78,000.00	\$55,000.00	29.49
Ground Prox		QT04-020 4.1 #1	\$150,000.00	\$55,676.00	26.22
Headliner		QT04-020 1.2 #1	\$25,800.00	\$12,590.00	49.81
Headliner cost estimate		QT04-020 1.1.1 #1	\$12,500.00	\$8,767.00	29.94
Jump Seat		QT04-020 1.4 #1	\$4,500.00	\$2,300.00	48.89
Material		QT04-020 1.5 #1	\$8,500.00	\$4,900.00	42.35
Materials		QT04-020 1.3.3 #1	\$35,000.00	\$19,500.00	44.29
Materials		QT04-020 1.1.2 #1	\$44,000.00	\$23,500.00	46.59

Parts revenue: \$754,400.00
Parts estimated cost: \$493,017.00
Parts margin: 34.65

Add revenue/cost adjustment Open Cancel

Parts Revenue/Cost Detail Screen

Labor revenue/cost detail for QT04-020:

Department	Association	Revenue	Est. cost	Margin
Services	QT04-020 4.2 #1	\$100.00	\$0.00	100.00
Airframe	QT04-020 1.1.2 #1	\$595.00	\$199.75	66.43
Airframe	QT04-020 1.1.1 #1	\$875.00	\$293.75	66.43
Airframe	QT04-020 1.1.3 #1	\$2,240.00	\$752.00	66.43
Airframe	QT04-020 1.4 #1	\$2,485.00	\$822.50	66.90
Airframe	QT04-020 1.2.1 #1	\$2,520.00	\$846.00	66.43
Completion	QT04-020 1.2 #1	\$2,700.00	\$932.50	66.17
Completion	QT04-020 1.5 #1	\$3,300.00	\$1,017.50	69.17
Airframe	QT04-020 1.8 #1	\$4,060.00	\$1,363.00	66.43
Completion	QT04-020 2.2 #1	\$5,160.00	\$1,591.00	69.17

Labor revenue: \$58,775.00
Labor estimated cost: \$26,304.50
Labor margin: 55.25

Add revenue/cost adjustment Open Cancel

Labor Revenue/Cost Detail Screen

Services revenue/cost detail for QT04-020:

Service description	Association	Revenue	Est. cost	Margin
Services	QT04-020 1.1.3 #1	\$38,000.00	\$27,850.00	26.71

Services revenue: \$38,000.00
Services estimated cost: \$27,850.00
Services margin: 26.71

Add revenue/cost adjustment Open Cancel

Services Revenue/Cost Detail Screen



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