

## Begin Every Manufacturing Process with a Fast, Accurate Estimate

Gain the flexibility to create detailed manufacturing estimates quickly. With the Estimating module, part of the Acumatica Manufacturing Edition, you can improve the accuracy and turnaround times of all your manufacturing estimates. This solution takes into account every aspect of estimating, including material, overhead, labor, and other miscellaneous costs.

Once you confirm an estimate, you can easily convert it to a bill of material or sales order. Your team can calculate costs and prices for new or existing parts using data such as material costs, work center rates, and overheads. Save even more time with the option of linking your estimate to a quote or opportunity.

Estimating integrates seamlessly with the optional Acumatica Customer Relationship Management (CRM) application. View manufacturing estimates from CRM and convert estimates to prospect and customer quotes.

### KEY BENEFITS

#### INCREASE YOUR FLEXIBILITY

- Prepare estimates for existing or custom items. Create a simple, quick summary estimate or a detailed estimate using a bill of material structure

#### CREATE NEW ESTIMATES IN SECONDS

- Create a new estimate by simply copying or modifying an existing estimate, bill of material, or production order bill of material

#### GAIN CONTROL OVER REVISIONS

- Make multiple revisions of the same estimate while maintaining a history of the revisions and who created them. Generate more accurate estimates of expected labor, material, and overhead costs

The screenshot displays the Acumatica Estimating module interface. The top navigation bar includes the Acumatica logo, a search bar, and user information (Revision Two Products, Products Wholesale, 9/17/2020 12:02 PM, admin admin). The main window is titled 'Estimate' and contains a form with the following fields:

- Estimate ID: AME000001
- Revision: A
- Inventory ID: FILAMENT T
- Item Description: 24 x 60 yd
- Estimate Class: PROTOTYPE
- Item Class: MFGFG - --Manufacturir
- Warehouse: (empty)
- Owner: EP00000002 - Maxwell Baker
- Engineer: EP00000002 - Maxwell Baker
- Request Date: (empty)
- Promise Date: (empty)
- Lead Time (Days): 100

Cost breakdown table:

Fix Labor Cost:	20.00	<input type="checkbox"/> Override
Var Labor Cost:	3.00	<input type="checkbox"/> Override
Machine Cost:	0.00	<input type="checkbox"/> Override
Material Cost:	108.77	<input type="checkbox"/> Override
Tool Cost:	10.00	<input type="checkbox"/> Override
Fix Overhead Cost:	15.00	<input type="checkbox"/> Override
Var Overhead Cost:	1.00	<input type="checkbox"/> Override
Subcontract Cost:	0.00	<input type="checkbox"/> Override
Total Cost:	157.77	
Ref. Material Cost:	0.00	

Below the form is an 'OPERATIONS' table with columns: Operation ID, Work Center, Operation Desc, Setup Time, Run Units, Run Time, Machine Units, Machine Time, Queue Time, and Backflush Labor.

Operation ID	Work Center	Operation Desc	Setup Time	Run Units	Run Time	Machine Units	Machine Time	Queue Time	Backflush Labor
0010	WC10	Assembly	01:00	10.00	01:00	0.00	01:00	00:00	<input type="checkbox"/>
0020	WC100	Inspection	00:00	10.00	01:00	0.00	01:00	00:00	<input type="checkbox"/>

Calculate costs and prices for new or existing parts using material costs, work center rates, and overheads.



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## ESTIMATING FEATURES AND CAPABILITIES

### Estimate Non-Inventory Items

Estimate items not currently in your inventory. Attach notes, files, and item attributes to the estimate.

### Create New Inventory Items

Easily convert non-inventory items to inventory stock or non-stock items. Create inventory items and generate a bill of material from an estimate.

### Create Production Orders

Create a production order directly from an estimate.

### Sales Integration

Attach an estimate directly to, or against, a sales order or an opportunity in Acumatica Customer Management. Create a sales order directly from the estimate.

### Multiple Sites

Easily create estimates from all your company locations.

The screenshot shows the 'Estimate Operation' screen in Acumatica. At the top, there's a search bar and navigation tabs for NOTES, ACTIVITIES, FILES, NOTIFICATIONS, CUSTOMIZATION, and TOOLS. The main area is divided into two columns of cost fields. The left column includes Estimate ID (AME000001), Revision (A), Operation Nbr (0010 - Assembly), Work Center (WC10), Setup Time (01:00), Run Units (10.00), Run Time (01:00), Machine Units (0.00), Machine Time (01:00), and Queue Time (00:00). The right column includes Fix Labor Cost (20.00), Var Labor Cost (2.00), Machine Cost (0.00), Material Cost (108.77), Tool Cost (10.00), Fix Overhead Cost (15.00), Var Overhead Cost (0.00), Subcontract Cost (0.00), Total Cost (155.77), and Ref. Material Cost (0.00). There are 'Override' checkboxes for several of these costs. Below the cost fields is a table with the following data:

Inventory ID	Description	Item Class	Qty Required	*UOM	Unit Cost	Backflush	Warehouse	Scrap Factor	Total Required
TAPE	Tape	MFGPU...	180.00	EA	0.50	<input type="checkbox"/>	WHOLESALE	0.000000	180.00
FILAMENT	24MM Filament	MFGPU...	25.00	EA	0.75	<input type="checkbox"/>	WHOLESALE	0.000000	25.00
AMBLACK...	Black Dye	MFGPU...	1.00	OZ	0.02	<input type="checkbox"/>	WHOLESALE	0.000000	1.00

### ABOUT ACUMATICA

Acumatica Cloud ERP provides the best business management solution for digitally resilient companies. Built for mobile and telework scenarios and easily integrated with the collaboration tools of your choice, Acumatica delivers flexibility, efficiency, and continuity of operations to growing small and midmarket organizations.

**Business Resilience. Delivered.**

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