



Microsoft Dynamics 365 Business Central

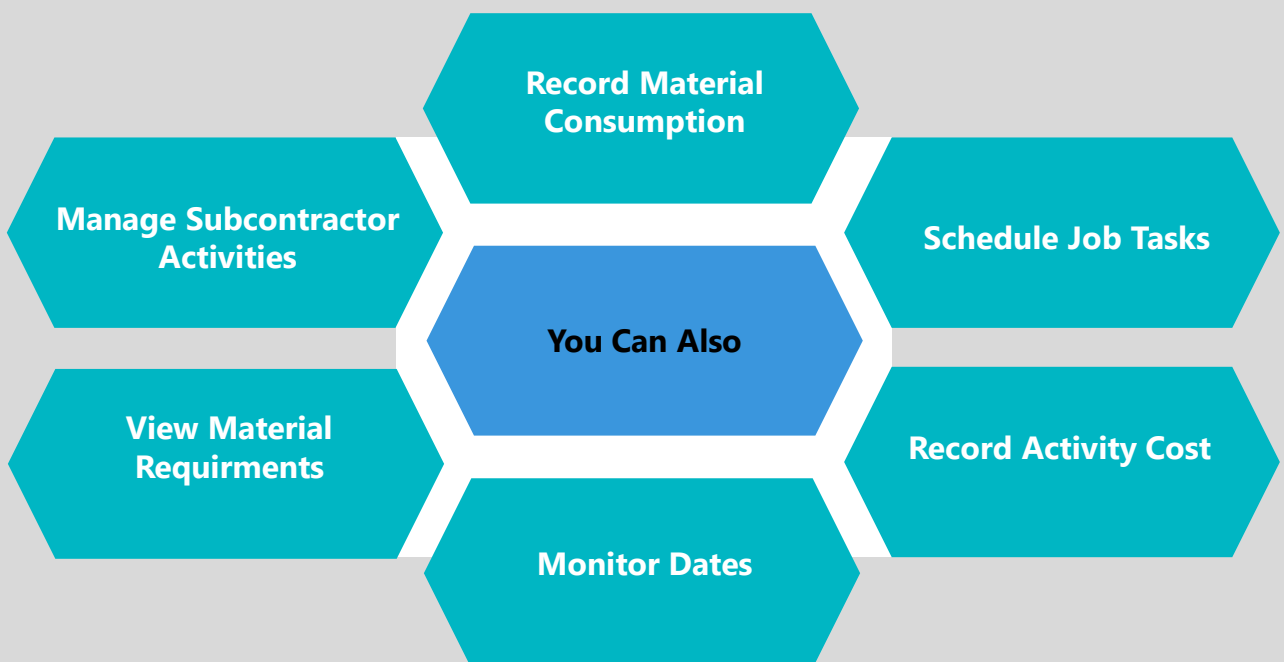
The Right Option for
Make-to-Order Manufacturers

Most orders for Make-to-Order manufacturers are for a unique items and because consumers want products that are customized to their specifications standard ERP manufacturing software will **not** work for your business.

You are selling a Service more than a Product. However, you will still need to consume Materials, pay Subcontractors, and track the Labor Hours allocated. Therefore, you need software designed for a Make-to-Order Manufacturer (Engineer to Order, Assemble to Order, or Make to Order).

The Distinguishing Capabilities of Make-to-Order Manufacturing Software

Business Central is an Activity Based Costing tool for your project. As a complete Project Management and Costing solution, Business Central provides an easy way to manage resources and track the status of each Job Task.



Business Benefits



Increase Revenue

- With shorter lead times and reliable promise dates that allow for better deliveries and customer service.



Cut Costs

- By significantly reducing inventories, overtime, expediting fees and time spend updating spreadsheets.



Keep Informed

- With real time data. Know where your costs are on every job, every minute of the day.



Gain Usability

- Through a thorough overview of your business to efficiently identify opportunities and detect issues.



Save Time

- With quick and easy access to your company's production status and identifying problems before they happen.



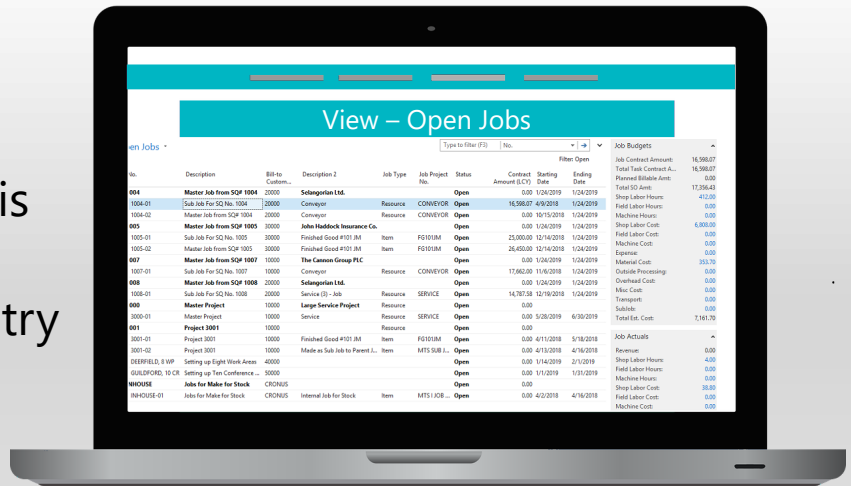
Estimating



Profitability Analysis



Shop Floor Time Entry



Job No.	Description	Bill To	Description 2	Job Type	Job Project	Status	Contract	Starting Date	Ending Date	Job Contract Amount
004	Master Job from SQP 1004	2000	Solaprinia Ltd.	Conveyor	Resource	Open	0.00	1/24/2019	1/24/2019	16,988.07
1004-01	Sub Job For SQ No. 1004	20000	Conveyor	Resource	CONVEYOR	Open	16,988.07	4/9/2018	1/24/2019	17,264.43
1004-02	Master Job from SQP 1004	2000	Conveyor	Resource	CONVEYOR	Open	0.00	10/15/2018	1/24/2019	0.00
1005	Master Job from SQP 1005	3000	John Haddock Insurance Co.	Item	FG101M	Open	0.00	1/24/2019	1/24/2019	412.00
1005-01	Sub Job For SQ No. 1005	30000	Finished Good #101 JM	Item	FG101M	Open	23,000.00	12/14/2018	1/24/2019	17,264.43
1005-02	Master Job from SQP 1005	30000	Finished Good #101 JM	Item	FG101M	Open	24,450.00	12/14/2018	1/24/2019	0.00
1007-01	Master Job from SQP 1007	1000	The Cannon Group PLC	Resource	CONVEYOR	Open	0.00	1/24/2019	1/24/2019	0.00
1007-01	Sub Job For SQ No. 1007	10000	Conveyor	Resource	CONVEYOR	Open	11,042.00	1/16/2018	1/24/2019	4,800.00
1008	Master Job from SQP 1008	2000	Solaprinia Ltd.	Resource	CONVEYOR	Open	0.00	1/24/2019	1/24/2019	0.00
1008-01	Sub Job For SQ No. 1008	20000	Service (S) - Job	Resource	SERVICE	Open	14,787.58	12/19/2018	1/24/2019	0.00
1009	Master Project	10000	Large Service Project	Resource	SERVICE	Open	0.00			0.00
2000-01	Master Project	10000	Service	Resource	SERVICE	Open	0.00	5/28/2019	6/30/2019	2,142.70
001	Project 2001	10000	Resource	Resource		Open	0.00			0.00
2001-01	Project 2001	10000	Finished Good #101 JM	Item	FG101M	Open	0.00	4/11/2018	5/18/2018	0.00
2001-02	Project 2001	10000	Made up Sub Job to Parent L...	Item	MFS SUB J...	Open	0.00	4/13/2018	4/16/2018	0.00
DEERFIELD, IL W/P	Setting up Eight Work Areas	4000				Open	0.00	1/14/2019	2/1/2019	4.00
GULDFORSKED, 10 CR	Setting up Ten Conference ..	5000				Open	0.00	1/11/2019	1/31/2019	0.00
HINDHOUSE	Jobs for Make for Stock	CR1005				Open	0.00			0.00
HINDHOUSE-01	Jobs for Make for Stock	CR1005	Internal Job for Stock	Item	MFS J JOB ..	Open	0.00	4/2/2018	4/16/2018	0.00

Key Features

"I reduced my month end closing process to 3 days from 20 days."

-Gerri McGighan -Lukens



Estimating and Quoting

- Estimator's Worksheet detailed calculations
- Template for standard product structure
- Multi-level BOM options
- Enable Non-Inventory Items



Billing

- Milestone, Cost Plus, Percentage of Completion, T&M and Fixed Fee
- Earned revenue worksheet



Procurement

- Demand based purchasing
- Buy direct to Jobs
- Subcontracts and outside processing
- Open PO visibility on Job Statics window
- Add Parts on the fly.



Work in Process (WIP)

- Auto-post WIP
- Auto-post Recognition
- Audit Trail

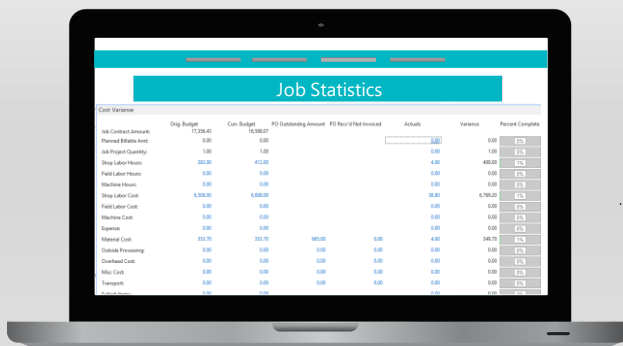


Labor Tracking

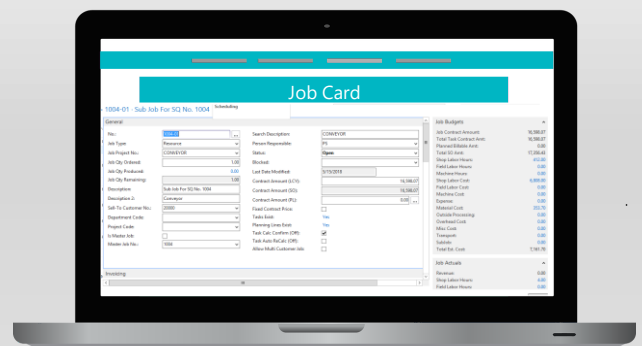
- Time collection stations
- Clock In / Cloud Out with shift tracking
- Scanner Interface
- Web Services option for remote time entry

Also

- Bar Code Scanning
- Shop Floor Time Entry
- Capacity Planning
- Cost Audit Trail



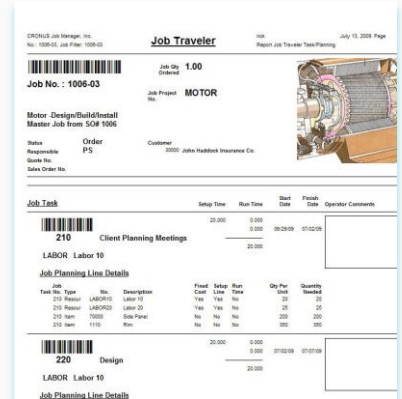
Cost Variance	Orig Budget	Cur Budget	PO Outstanding Amount	PO Rec'd in Other Invoices	Actuals	Variance	Percent Complete
Job Contract Amount	1,234.40	1,382.07					
Revised Estimate Amt	0.00	0.00			0.00	0.00	[E]
Job Budget Qty	0.00	0.00			0.00	0.00	[E]
Shop Labor Hours	302.00	412.00			408.00	0.00	[E]
Field Labor Hours	0.00	0.00			0.00	0.00	[E]
Machine Hours	0.00	0.00			0.00	0.00	[E]
Shop Labor Cost	6,900.00	8,880.00			8,796.00	0.00	[E]
Field Labor Cost	0.00	0.00			0.00	0.00	[E]
Machine Cost	0.00	0.00			0.00	0.00	[E]
Expense	0.00	0.00			0.00	0.00	[E]
Material Cost	310.70	307.70	880.00	0.00	4.00	346.70	[E]
Outside Processing	0.00	0.00	0.00	0.00	0.00	0.00	[E]
Overhead Cost	0.00	0.00	0.00	0.00	0.00	0.00	[E]
Misc Cost	0.00	0.00	0.00	0.00	0.00	0.00	[E]
Transport	0.00	0.00	0.00	0.00	0.00	0.00	[E]



Job No.	Job Type	Personnel	Person Responsible	Job Status	Block	Job No. For SQ No.	Job Description	Contract Amount (2015)	Contract Amount (2016)	Contract Amount (2017)	Contract Amount (2018)	Contract Amount (2019)	Contract Amount (2020)	Contract Amount (2021)	Contract Amount (2022)	Contract Amount (2023)	Contract Amount (2024)	Contract Amount (2025)	Contract Amount (2026)	Contract Amount (2027)	Contract Amount (2028)	Contract Amount (2029)	Contract Amount (2030)	
1004-01	Sub Job For SQ No. 1004																							

Does this sound like you?

1. I need to know if our estimates are accurate?
2. We need to know what percent complete we are on a job.
3. We want to reduce the high carry cost of our inventory.
4. When we get an analysis of a project, it's too late to fix problems.
5. We are collecting data, but everyone has their own spreadsheet.
6. We need access to historical data to quote new jobs.
7. We want to allocate employee time to the task level.



Job Traveler

Job No.: 1006-03
Job Title: MOTOR
Motor Design/Build/Install
Master Job from SC# 5906

Job Task	Setup Time	Run Time	Start Date	Finish Date	Operator Comments
210 Client Planning Meetings	20.000	0.000	06/29/09	07/02/09	
LABOR Labor 10					

Job Planning Line Details	Job	Task	Qty	Description	Plant	Enter Cost	Enter Line	Enter Rate	Qty Per Unit	Quantity	Unit Cost (\$)	Total Cost (\$)
210	210	LABOR10	1	Labor 10	Yes	Yes	20	20	20	20	20.00	400.00
210	210	LABOR20	1	Labor 20	Yes	Yes	25	25	25	25	625.00	1250.00
210	210	LABOR30	1	Labor 30	Yes	Yes	200	200	200	200	40000.00	80000.00
210	210	LABOR40	1	Labor 40	Yes	Yes	300	300	300	300	6000.00	18000.00

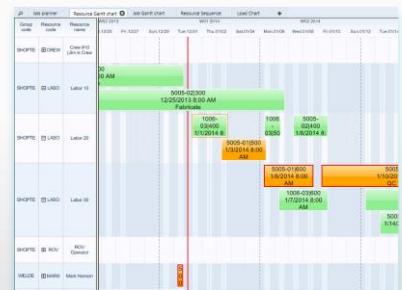
Labor Tracking



Job Cost Audit

Task Description	Index	Plant	Resource	Start Date	Finish Date	Subtotal (Plant Cost)	Hours (Plant Cost)
100 Total Assembling the Furnace	1					27,442.00	27,000.00
100 Closing the Job	1						
100 Meeting with the Customer	2					288.20	38.40
100 Total Closing the Job	1					288.20	38.40
100 Total Setting up the Conference Room	3					25,111.40	24,961.60
100 Reserve	0			02/01/10	02/01/10	23,889.00	18,900.00

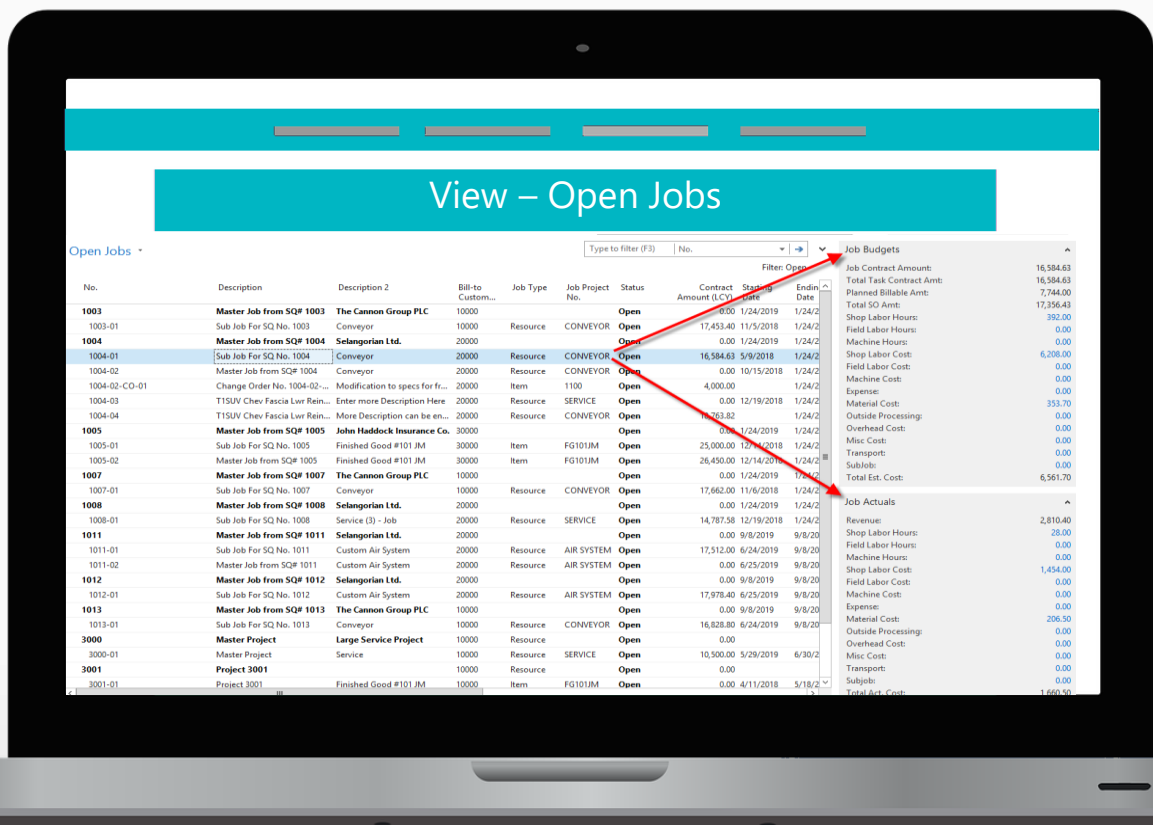
Job Cost Audit



Optional Drag & Drop Scheduling

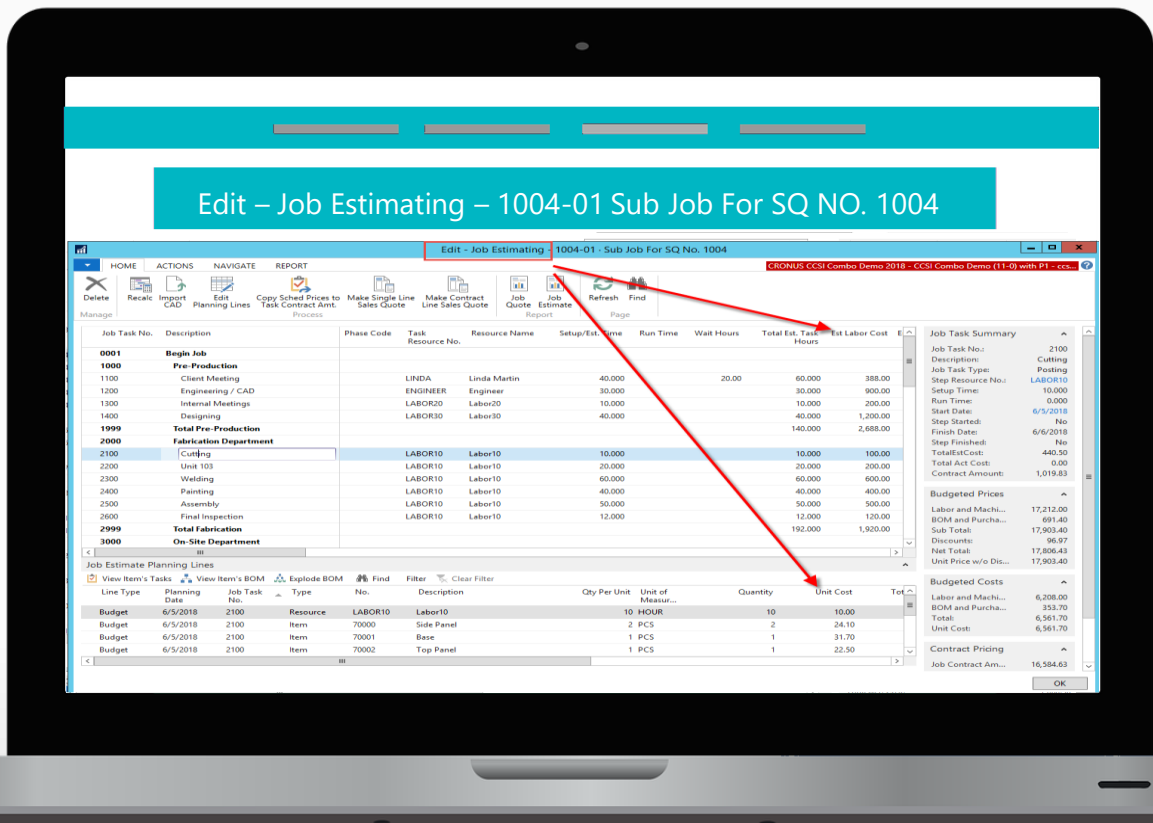
Think of the Results First:

Job to Date Budget and Actual Cost in Real Time:



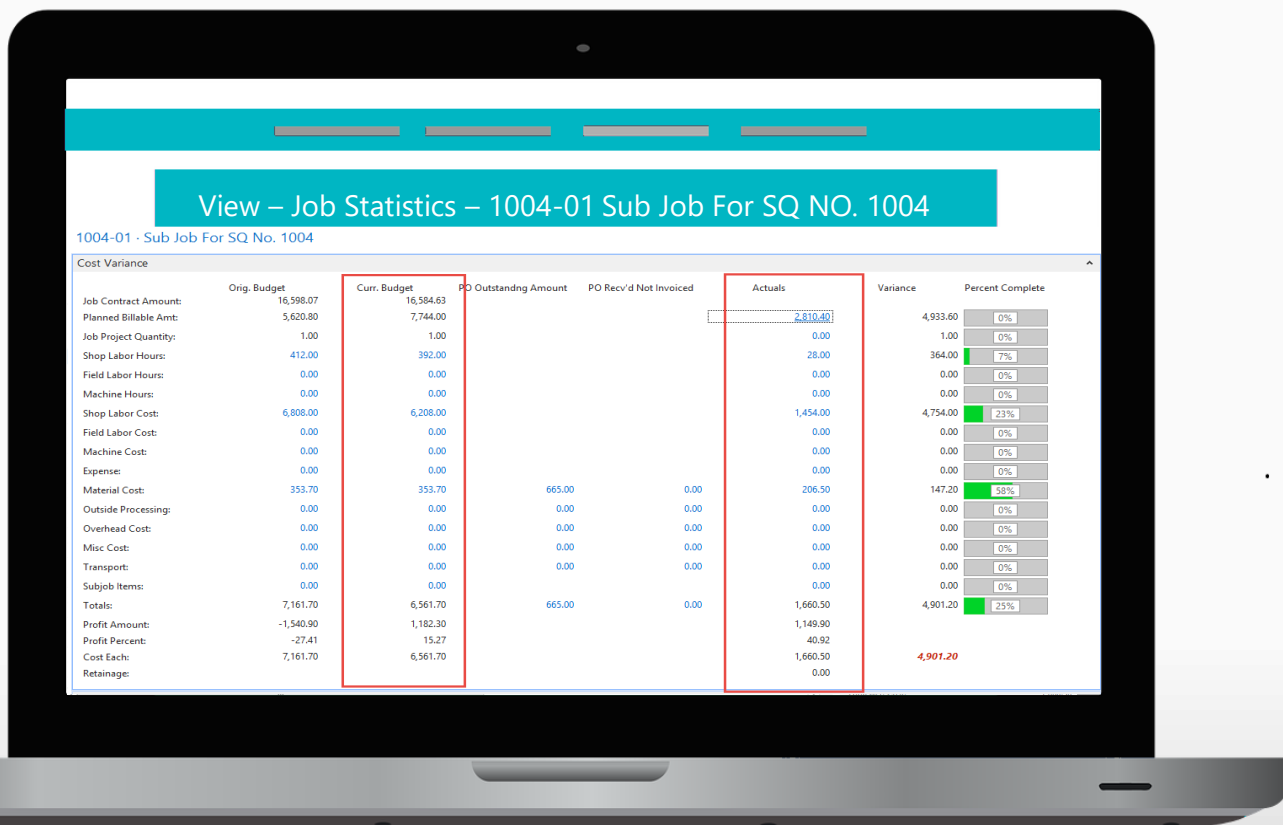
Think of the Results First:

Job Estimated Cost Calculated in Real Time:



Think of the Results First:

Job Statistics in Real Time: (Budget v. Actual)

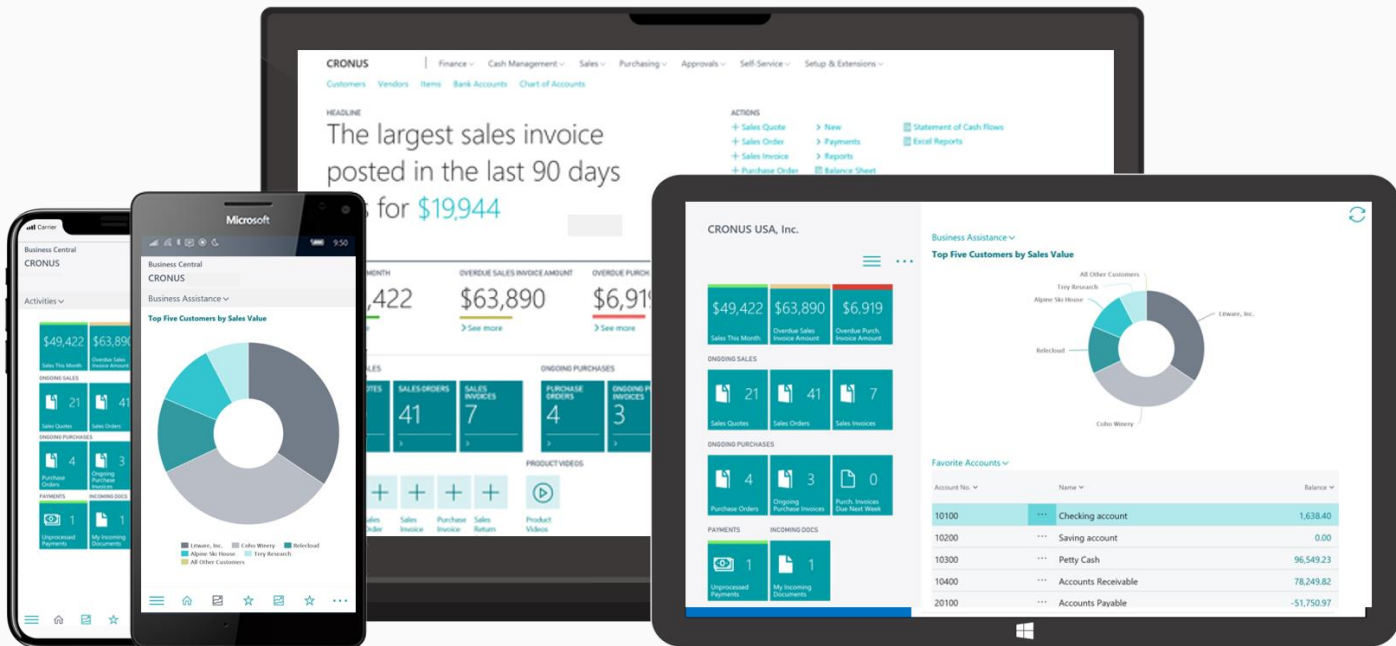


Notice above you also have:

- Original Budget
- View to Purchase Order Outstanding (Committed Cost)
- PO Received, Not Invoiced
- Variance and Percent Complete
- Job to Date profitability

Business Central for Job Shops

A complete activity based costing solution.



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847-590-3000