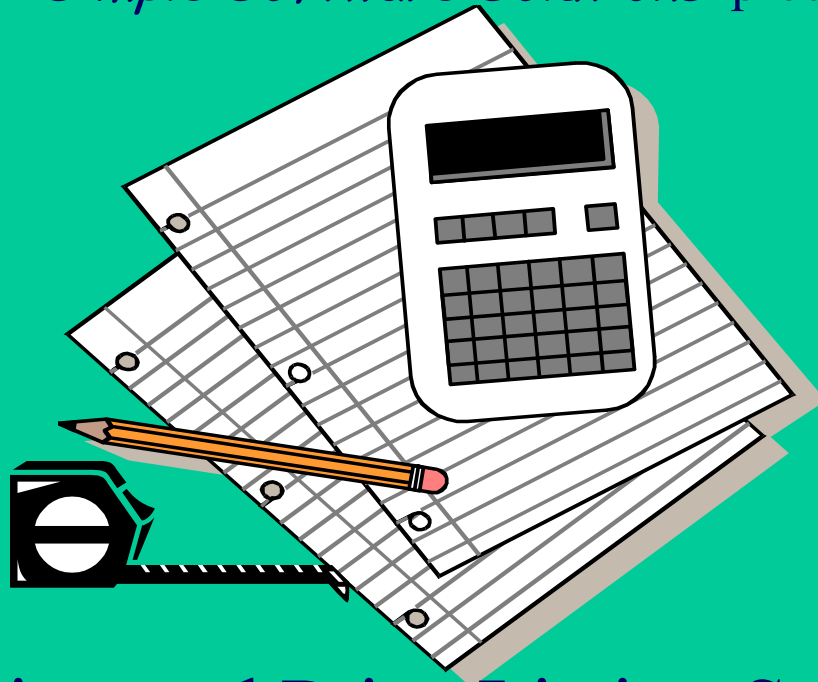


QuikQuote

A *Simple Software Solutions* product

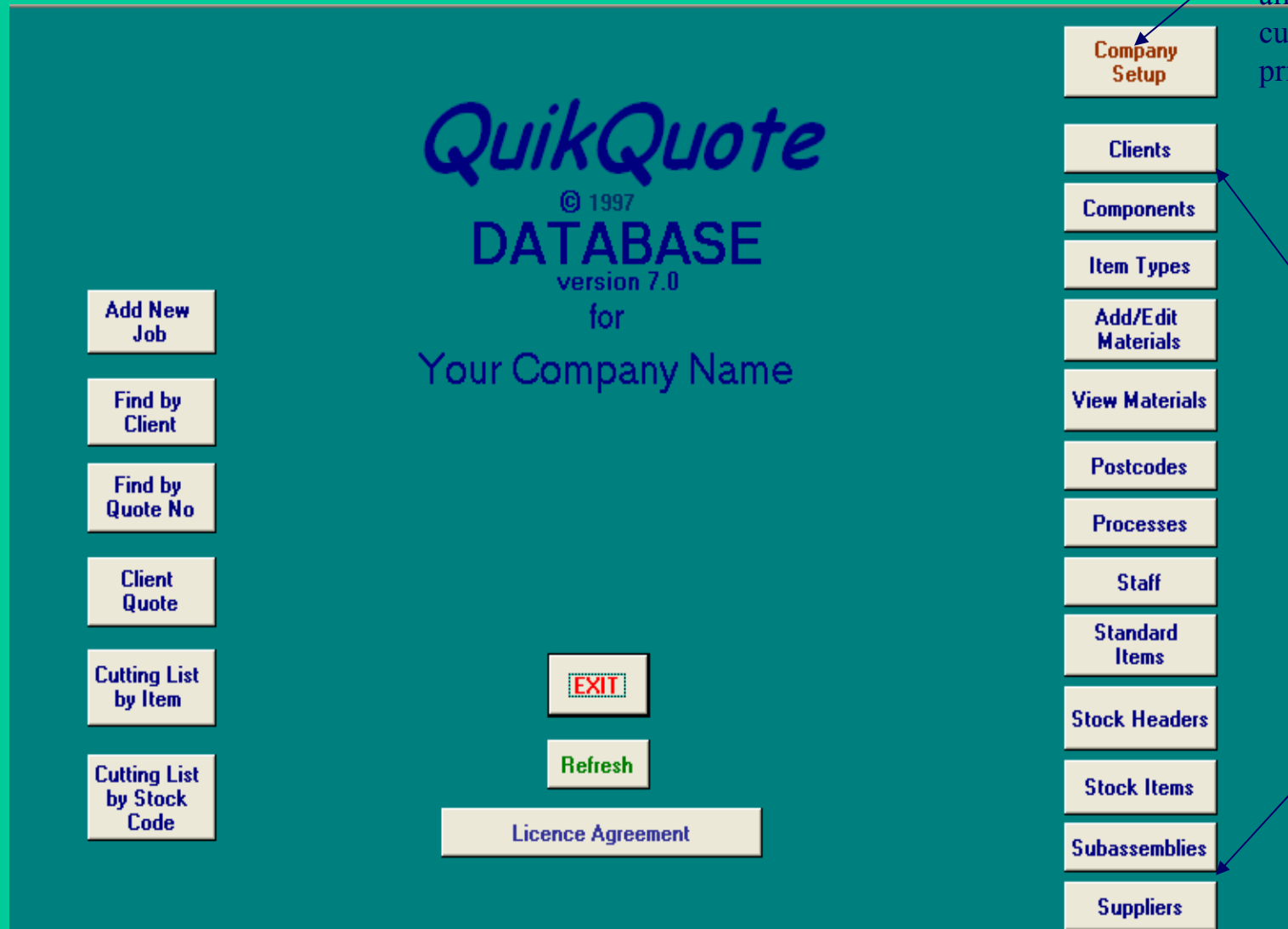


Quoting and Price Listing Software
for Furniture, Joinery and Allied
Industries

QuikQuote

- Simple, fast, accurate quotes
- Ready for immediate presentation to your client on your letterhead in customisable format.
- Easily maintained data and code tables available on screen in dropdown boxes
- Flexible to suit many different methods of quoting, eg, two labour costs, materials markup, individual material waste factor, item markup, adjustments, overhead recovery rates, delivery and installation costs are available options.
- Cutting list, time sheet and bill of materials at a button click.
- Fully customisable Price List of quoted items can be updated for price changes at a mouse click.

Getting Started



Company Setup allows you to fully customise your printouts

Code Tables allow you to enter your own data which then becomes available to choose from dropdown boxes

Simple, user-friendly screens with push button controls

Code Tables

CLIENTS

CLIENT CODE	ABC		
CLIENT	ABC OFFICE FURNITURE		
ADDRESS LINE 1	254 REGENT RD		
SUBURB	WETHERILL PARK		
STATE	NSW	POSTCODE	2164
PHONE NO	03 9526 7834		
FAX NO	03 9526 7835		
E-mail ADDRESS	abcfurn@bigpond.com		

Simple data entry screens.

Enter this data once in the code tables to make all details available to screens and printouts by choosing the Client Code from a dropdown box.

Using a Dropdown box to enter data from a Code Table

QUOTE FOR

CLIENT CODE	ab			PRINT PREVIEW	PRINT
ATTENTION	AB	ABITARE PTY LTD	03/04/2004	FULL PREVIEW	FULL PRINT
QUOTE NO	ABC	ABC OFFICE FURNITURE		CONTRACT PREVIEW	CONTRACT PRINT
FOOTNOTE	ABE	ABERFOYLE HUB SCHOOL		BILL OF MATERIALS	BOM PRINT
DELIVERY COST	AC	AGED CARE & HOUSING GROUP		REFRESH	EXIT
LEAD TIME	ACC	ADELAIDE CONVENTION CENTRE			
QUOTE ITEMS	ADT	AUSTRALIAN DREAMING TRAILS			
REF	AF	ANIKA FURNITURE PTY. LTD			
	AFD	ADELAIDE FURNITURE DOCTOR			
	AGS	ADELAIDE GAMING SHOP			
	AM	AMANDA MAYCOCK ART & INTERIORS			
	AMB	AMBRO			
	ANZ	ANZ OFFICE FURNITURE			
	AOF	ADELAIDE OFFICE			
	ART	ART AUSTRALIA			
	ARTICA	ARTICA FURNITURE			
	ARTISAN	ARTISAN FURNITURE			
	ATL	ADELAIDE TRAVELODGE			
	ATSIC	ATSIC			
	ATT	ATTARD FURNITURE			
	BC	BACK CENTRE & SPEC. SEAT.			

Quote screen with dropdown ready to choose client details by clicking on the code

Creating a Quote

QUOTE FOR

CLIENT CODE	ABC	ABC OFFICE FURNITURE	PRINT PREVIEW	PRINT
ATTENTION	JOHN CITIZEN	QUOTE DATE	14/06/2002	FULL PREVIEW
QUOTE NO	2619	QUOTED BY	BH	BRAD HAMMOID
FOOTNOTE	THIS ITEM IS SIMILAR TO THE ONE INSPECTED IN DR ALLEN'S ROOMS LAST THURSDAY, EXCEPT THAT WE HAVE ADDED THE CUPBOARD TO THE FOOT END AS INSTRUCTED.			CONTRACT PREVIEW
DELIVERY COST	\$30.00	INSTALLATION COST	\$65.00	BILL OF MATERIALS
LEAD TIME	35	ADDITIONAL INFO TO FOLLOW	<input type="checkbox"/>	BOM PRINT
				REFRESH
				EXIT

QUOTE ITEMS	STOCK ITEMS					
REF	ITEM	DESCRIPTION	QTY	DETAIL	PRICE /UNIT EX GST	PRICE/UNIT INC GST
▶ A	BEN	BENCH	0		\$0.00	\$0.00
*						

- Enter the details relevant to this quote in the top section of the screen
- Choose an item using the right side dropdown arrow in the lower section, see Item Ref A
- Then click on this item to take you to the next screen which prices the item

Pricing an Item

Item Detail

Item Components

Calculations

ITEM DETAIL												
CLIENT CODE		CLIENT				DATE			QUOTE NO			
ABC		ABC OFFICE FURNITURE				Friday, 14 June 2002			2619 A			
ITEM CODE		ITEM DESCRIPTION				QTY REQUIRED		QUOTED BY				
BEH		BENCH				1		BRAD HAMMOND				
ITEM DETAIL		PATIENT EXAMINATION 1850 X 600 X 800 HT, LIFT UP BACK REST, METAL FRAME POWDER COATED BRIGHT SILVER, CUPBOARD TO FOOT END, EURO BEECH POLISHED NATURAL, BENCH TOP UPHOLSTERED IN CORDOVA VINYL TO SELECTION.										
COMPONENT	UNIT	QTY	L	W	D	MATERIAL TYPE		\$ UNIT	\$ COST			
TO	TOP	S	1	1250	600	18	C5	CUSTOMWOOD 18MM	\$7.50	\$5.63		
TO	TOP	S	1	600	600	18	C5	CUSTOMWOOD 18MM	\$7.50	\$2.70		
EN	EHD	S	2	600	450	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$14.04		
BA	BACK	S	1	600	600	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$9.36		
BO	BOTTOM	S	1	600	450	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$7.02		
									TOTAL COST OF MATERIAL			\$38.74
									VALUE OF MARK UP			\$1.94
PRIMARY LABOUR IN HOURS		3.50	HOURLY RATE		\$45.00		TOTAL PRIMARY LABOUR COST			\$157.50		
SECONDARY LABOUR IN HOURS		0.75	HOURLY RATE		\$65.00		TOTAL SEC LABOUR COST			\$48.75		
OHRR TOTAL HOURS		4.25	HOURLY RATE		\$0.00		TOTAL OVERHEAD RECOVERY			\$0.00		
									MATERIALS AND LABOUR COST			\$246.93
									VALUE OF MARK UP			\$74.08
									PRICE/UNIT			\$321.01
									VALUE OF ADJUSTMENT			\$0.00
									TOTAL PRICE/UNIT			\$321.01
									PRICE/UNIT INC GST			\$353.11
COPY		CREATE STOCK ITEM		CREATE SUBASSEMBLY		MARK UP %		30%				
						ADJUSTMENT %		0%				
						\$\$\$ ADJUSTED		\$0.00				
COMMENTS		SELLING PRICE FOR		1	UNITS		\$321.01	INC GST		\$353.11	REFRESH	

- Add components one by one in the middle Component section.
- Add Quantity, Length, Width, Depth and Material Type as required. Cost is calculated accordingly as you go.
- Bottom section calculates cost using labour costs, markups, adjustments, overhead recovery rate as required.
- Simple operation performs a complex calculation in seconds

Making the Quote process even easier

There are several features which make this simple quote process even easier

- **Item templates** - You can set up a list of components for common items including size, material and labour information if you wish. When you next add that item to your quote all that information is automatically entered for you. You can still change anything necessary.
- **Copy an item** - You can copy a completed item into another quote, saving the work of re quoting. If any price changes have occurred since you did the first quote the cost will be recalculated. Again, you can edit the new quote to suit.
- **Stock Items** - If this is an item you sell regularly, you can add it to your price list at a button click.
- **Subassemblies** - Items you manufacture which are a regular part of another item, eg, a drawer pedestal that is standard for a number of different desks, can be added to a subassembly list and called in as one component. This subassembly will be priced accurately at current prices.

The Finished Quote

QUOTE FOR						PRINT PREVIEW	PRINT	
CLIENT CODE	ABC	ABC OFFICE FURNITURE				FULL PREVIEW	FULL PRINT	
ATTENTION	JOHN CITIZEN			QUOTE DATE	14/06/2002	CONTRACT PREVIEW	CONTRACT PRINT	
QUOTE NO	2619	QUOTED BY	BH	BRAD HAMMOID		BILL OF MATERIALS	BOM PRINT	
FOOTNOTE	THIS ITEM IS SIMILAR TO THE ONE INSPECTED IN DR. ALLEN'S ROOMS LAST THURSDAY, EXCEPT THAT WE HAVE ADDED THE CUPBOARD TO THE FOOT END AS INSTRUCTED.						REFRESH	EXIT
DELIVERY COST	\$30.00	INSTALLATION COST	\$65.00					
LEAD TIME	35	ADDITIONAL INFO TO FOLLOW <input type="checkbox"/>						

REF	ITEM	DESCRIPTION	QTY	DETAIL	PRICE /UNIT EX GST	PRICE/UNIT INC GST
A	BEN	BENCH	1	PATIENT EXAMINATION 1850 X 600 X 800 HT, LIFT UP	\$506.05	\$556.65
B	DE	DESK	1	1800 X 900 TOP OVER END GREY MEL OPEN KNEESPAC	\$120.60	\$132.66
C	BC	BOOKCASE	1	1800 X 900 X 300 GREY MELAMINE 3 ADJ SHELVES	\$156.38	\$172.02

- Now that you have finished quoting several items, it is just a matter of clicking on the buttons at the top right to print out a quote ready to present to your client.
- You can preview it on screen or print it straight out in one of the three customisable formats. Please refer to your hand out material for sample printouts.
- You can also print a Total Bill of Materials for this quote.

The Printed Quote ready to send to your client

Your logo and letterhead appear here

This is one of three formats, all customisable to suit your work practises.

Add a footnote relating to this quote

Two footnotes where you can state your terms and conditions



Your Company Name
Logo and Letterhead

QUOTE NO: 2619
Friday, 14 June 2002

QUOTED BY: BRAD HAMMOND
MANAGING DIRECTOR

QUOTE

CLIENT: ABC OFFICE FURNITURE
254 REGENT RD
KENSINGTON VIC 3031
PHONE : 03 9526 7834 **FAX NO :** 03 9526 7835

ATTENTION: JOHN CITIZEN
Thank you for the opportunity to quote. The following is a summary of our quotation.
There is no additional information to follow

Qty	Item	Detail	Price/Unit	Total Price
A 3	BENCH	PATIENT EXAMINATION 1850 X 600 X 800 HT, LIFT UP BACK REST, METAL FRAME POWDER COATED BRIGHT SILVER, CUPBOARD TO FOOT END, EURO BEECH POLISHED NATURAL, BENCH TOP UPHOLSTERED IN CORDOVA VINYL TO SELECTION.	\$518.40	\$1,555.20
B 1	DESK	1800 X 900 TOP OVER END GREY MEL OPEN KNEESPACE	\$120.60	\$120.60
C 1	BOOKCASE	1800 X 900 X 300 GREY MELAMINE 3 ADJ SHELVES	\$139.60	\$139.60
Subtotal				\$1,815.40
Delivery Cost				\$30.00
Installation Cost				\$65.00
Subtotal				\$1,910.40
GST				\$191.04
Total Inc GST				\$2,101.44

Footnote:
THIS ITEM IS SIMILAR TO THE ONE INSPECTED IN DR ALLEN'S ROOMS LAST THURSDAY EXCEPT THAT WE HAVE ADDED THE CUPBOARD TO THE FOOT END AS INSTRUCTED.

Kind Regards,
.....
BRAD HAMMOND

Quote valid for 45 days.
Lead Time 28 working days from date of order.

TRADING TERMS 30% DEPOSIT AND FULL PAYMENT BEFORE DELIVERY OF GOODS.
The property & title of goods shall not pass to the purchaser until such time as the goods & services are paid for.

Other Features

QuikQuote provides the following printouts at the click of a button for better management of your operation.

ITEM DETAIL										
CLIENT CODE		CLIENT				DATE			QUOTE NO	
ABC		ABC OFFICE FURNITURE				Friday, 14 June 2002			2619 A	
ITEM CODE		ITEM DESCRIPTION				QTY REQUIRED		QUOTED BY		
BEN		BENCH				1		BRAD HAMMOND		
ITEM DETAIL		PATIENT EXAMINATION 1850 X 600 X 800 HT, LIFT UP BACK REST, METAL FRAME POWDER COATED BRIGHT SILVER, CUPBOARD TO FOOT END, EURO BEECH POLISHED NATURAL, BENCH TOP UPHOLSTERED IN CORDOVA VINYL TO SELECTION.								
COMPONENT	UNIT	QTY	L	W	D	MATERIAL TYPE		\$ UNIT	\$ COST	
TO	TOP	S	1	1250	600	18	C5	CUSTOMWOOD 18MM	\$7.50	\$5.63
TO	TOP	S	1	600	600	18	C5	CUSTOMWOOD 18MM	\$7.50	\$2.70
EN	END	S	2	600	450	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$14.04
BA	BACK	S	1	600	600	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$9.36
BO	BOTTOM	S	1	600	450	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$7.02
AS	ADJ SHELF	S	1	600	450	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$7.02
DO	DOOR	S	2	600	300	19	E/STB 19	EURO STEAMED BEECH 19MM	\$26.00	\$9.36
TR	TOP RAILS	S	2	600	150	18	C6	CUSTOMWOOD 25MM 36 X 12	\$16.08	\$2.89
ED	EDGING	L	1	8400	1	1	EB22	EURO ST BEECH SOLID 22 X 2MM	\$1.72	\$14.45
								TOTAL COST OF MATERIAL		\$174.30
								VALUE OF MARK UP		\$8.72
								TOTAL PRIMARY LABOUR COST		\$157.50
								TOTAL SEC LABOUR COST		\$48.75
								TOTAL OVERHEAD RECOVERY		\$0.00
								MATERIALS AND LABOUR COST		\$389.27
								VALUE OF MARK UP		\$116.78
								PRICE/UNIT		\$506.05
								VALUE OF ADJUSTMENT		\$0.00
								TOTAL PRICE/UNIT		\$506.05
								PRICE/UNIT INC GST		\$556.65
PRIMARY LABOUR IN HOURS		3.50	HOURLY RATE		\$45.00					
SECONDARY LABOUR IN HOURS		0.75	HOURLY RATE		\$65.00					
OHRR TOTAL HOURS		4.25	HOURLY RATE		\$0.00					
MATERIAL MARK UP %		5%								
MARK UP %		30%								
ADJUSTMENT %		0%								
\$\$\$ ADJUSTED		\$0.00								
TOTAL COST OF MATERIAL		\$174.30								
VALUE OF MARK UP		\$8.72								
TOTAL PRIMARY LABOUR COST		\$157.50								
TOTAL SEC LABOUR COST		\$48.75								
TOTAL OVERHEAD RECOVERY		\$0.00								
MATERIALS AND LABOUR COST		\$389.27								
VALUE OF MARK UP		\$116.78								
PRICE/UNIT		\$506.05								
VALUE OF ADJUSTMENT		\$0.00								
TOTAL PRICE/UNIT		\$506.05								
PRICE/UNIT INC GST		\$556.65								
SELLING PRICE FOR		1	UNITS		\$506.05		INC GST		\$556.65	

Internal Quote
A printout of your quoted item

Cutting List - can be edited and commented

Bill of Materials for this item

Time Sheet - A list of steps in the manufacturing process

See sample printouts

Price Listing

STOCK CODE	DESCRIPTION	DETAIL	COST ex GST	QUOTE NO	LIST HEADER	Cat Ord	LAST UPDATE	Exc
▶ CR18G2	FILING CAB.	2 DRAWER GREY MEL	\$144.60	2606 A		0	13/11/2003	<input type="checkbox"/>
RR2	TOP	1800 X 900	\$49.10	2593 A		0	13/11/2003	<input type="checkbox"/>
BB1	TOP	1500 X 900	\$63.50	2591 A		0	13/11/2003	<input type="checkbox"/>
RTOE1G	RETURN	TOP OVER END 1000 X 450 GREY MEL	\$115.10	2606 B		0	13/11/2003	<input type="checkbox"/>
TEST23	JOINERY	JOINERY TO DETAIL	\$321.80	2611 A		0	13/11/2003	<input type="checkbox"/>
ZTOP1	TOP	1800 X 600 X 25MM GREY MEL	\$54.60	2622 A	AN	1	13/11/2003	<input type="checkbox"/>
AGH123	BUFFET	AS ABOVE EXCEPT KIES	\$649.10	2536 B	AN	1	13/11/2003	<input type="checkbox"/>
ZTOP2	TOP	1200 X 600 GREY MEL	\$59.90	2623 A	AN	3	13/11/2003	<input type="checkbox"/>
REBC15AD	SLIDING DOOR BOOK	SLIDING DOOR BOOK DISPLAY PLY DIVIDERS AUSSIE OAK	\$340.00		BC	10		<input type="checkbox"/>
ASH12	ADJUSTABLE SHELF	1200 X 300 GREY MELAMINE	\$43.10	2575 A	BU	1	13/11/2003	<input type="checkbox"/>
CR25G8	SLAB 25 CREDENZA	900 X 450 SLIDING DOOR BOOKCASE, GREY MEL	\$199.00		CR	1		<input type="checkbox"/>
CR18G8	SLAB 18 CREDENZA	900 X 450 SLIDING DOOR BOOKCASE, GREY MEL	\$198.00		CR	2		<input type="checkbox"/>
CR25G7	SLAB 25 CREDENZA	1200 X 450 SLIDING DOOR BOOKCASE, GREY MEL	\$209.00		CR	3		<input type="checkbox"/>
CR18G7	SLAB 18 CREDENZA	1200 X 450 SLIDING DOOR BOOKCASE, GREY MEL	\$203.00		CR	4		<input type="checkbox"/>
CR25G3D	SLAB 25 CREDENZA	1500 X 450 3 DR & SLIDING DOOR BOOKCASE	\$281.00		CR	5		<input type="checkbox"/>

Double click on Record Selector of item to change Quote Details

COMMENTS:

- You can add quoted items to this list or completed items that you buy in and sell on.
- Price list can be customised for different clients, including or excluding items or ranges of items. It can also be marked up or discounted by a percentage to suit circumstances.
- Click on the UPDATE button to reprice all quoted items to current material and labour costs in minutes.
- See sample printout for a printed Price List

Price List Printout

Your Company Name

Price List

CODE	ITEM DESCRIPTION	DETAIL	PRICE	
			Ex GST	Inc GST
DESKS				
DS18G7	SLAB 18 DESK	1350 X 750, NO PED, GREY MEL	\$120.00	\$132.00
DS18G7P2	SLAB 18 DESK	1350 X 750, IDR & FILE DR PED, GREY MEL	\$208.00	\$228.80
DS18G7P3	SLAB 18 DESK	1350 X 750, 3DR PED, GREY MEL	\$208.00	\$228.80
DS18G6	SLAB 18 DESK	1500 X 750, NO PED, GREY MEL	\$125.00	\$137.50
DS18G6P2	SLAB 18 DESK	1500 X 750, IDR & FILE DR PED, GREY MEL	\$212.00	\$233.20
DS18G6P3	SLAB 18 DESK	1500 X 750, 3DR PED, GREY MEL	\$212.00	\$233.20
DS18G6PX	SLAB 18 DESK	1500 X 750, DOUBLE PED, GREY MEL	\$300.00	\$330.00
DS18G5	SLAB 18 DESK	1500 X 900, NO PED, GREY MEL	\$135.00	\$148.50
DS18G5P2	SLAB 18 DESK	1500 X 900, IDR & FILE DR PED, GREY MEL	\$223.00	\$245.30
DS18G5P3	SLAB 18 DESK	1500 X 900, 3DR PED, GREY MEL	\$223.00	\$245.30
DS18G5PX	SLAB 18 DESK	1500 X 900, DOUBLE PED, GREY MEL	\$311.00	\$342.10
DS18G3	SLAB 18 DESK	1800 X 900, NO PED, GREY MEL	\$135.00	\$148.50
DS18G3P2	SLAB 18 DESK	1800 X 900, IDR & FILE DR PED, GREY MEL	\$223.00	\$245.30
DS18G3P3	SLAB 18 DESK	1800 X 900, 3DR PED, GREY MEL	\$223.00	\$245.30
DS18G3PX	SLAB 18 DESK	1800 X 900, DOUBLE PED, GREY MEL	\$311.00	\$342.10
DS29G7	SLAB 25 DESK	1350 X 750, NO PED, GREY MEL	\$135.00	\$148.50
DS29G7P2	SLAB 25 DESK	1350 X 750, IDR & FILE DR PED, GREY MEL	\$223.00	\$245.30
DS29G7P3	SLAB 25 DESK	1350 X 750, 3DR PED, GREY MEL	\$223.00	\$245.30
DS29G6	SLAB 25 DESK	1500 X 750, NO PED, GREY MEL	\$149.00	\$163.90
DS29G6P2	SLAB 25 DESK	1500 X 750, IDR & FILE DR PED, GREY MEL	\$227.00	\$249.70
DS29G6P3	SLAB 25 DESK	1500 X 750, 3DR PED, GREY MEL	\$227.00	\$249.70
DS29G6PX	SLAB 25 DESK	1500 X 750, DOUBLE PED, GREY MEL	\$315.00	\$346.50
DS29G5P2	SLAB 25 DESK	1500 X 900, IDR & FILE DR PED, GREY MEL	\$238.00	\$261.80
DS29G5P3	SLAB 25 DESK	1500 X 900, 3DR PED, GREY MEL	\$238.00	\$261.80

THIS PRICE LIST IS CURRENT FOR JULY 2004 ONLY

Wednesday, 9 June 2004

QuikQuote

Page 1 of 2

To make it even easier

- Only basic computer skills are required. You only need to be competent with a keyboard and mouse.
- We install *QuikQuote* on your PC or network.
- We train you using your data. This means you will be able to send out professional quotes at the end of one two hour training session.
- We provide free support for the first three months to help you use *QuikQuote* to its full potential and troubleshoot any problems.
- Our service is a truly personal service no matter where you are. For remote clients, this can all be done easily using the internet and telephone, so there are no extra expenses or long waits involved.

The Next Step

Thank you for taking the time to watch our *QuikQuote* presentation.

If you would like a full demonstration of this powerful but easy to use software you can arrange a personal obligation-free demonstration at your site, using the internet and telephone. (No special skill or software required).

We have many years of experience in the Australian furniture and joinery industry and would be happy to show you how *QuikQuote* can adapt easily to suit different work practises and help you stay competitive.

You can also integrate *QuikQuote* now or at a later date with our other products

SuperSchedule -Scheduling and tracking production orders.

PowerPurchase - Ordering and keeping track of outstanding orders.

Simple Software Solutions

For more information on any of our products or a demonstration please call

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