

eProject Commercial

- Supports both the manufacturer and the dealer
- Create and manage complex “project-based” quotations for large commercial building projects
- Project-delivery scheduling by location and installation phase
- Document attachment and manufacturer approval
- Leverages existing Frontier configuration rules and eQuote functionality

Dealers and manufacturers of commercial building products, such as fenestration and window coverings, entry and passage systems, and office furniture are faced with the task of quoting and managing large “project based” installations. These quotations often include hundreds of separate products to be manufactured, delivered, and installed across many locations in a building project. Furthermore, these products often must be delivered in phases, coordinated with the progress of the overall building project. For example, all the installation and site-preparation material for a given floor of an office tower must be delivered in advance of the actual products to be installed.

Projects A *Project* in eProject Commercial is used to group all the quotes and sales orders related to the entire building project being quoted. Projects are created by either the dealer or the manufacturer using eProject, and define

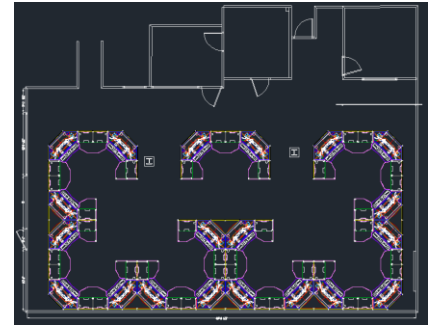
- **Selling mark-up** over the dealer’s purchase price for products in the project.
- **Special dealer pricing** if desired. Special dealer pricing is defined and maintained by the manufacturer, and can be used to extend an additional discount for the project to the dealer if desired by the manufacturer.
- **Locations (tags)** in the project. Locations are typically rooms, offices, suites, floors, wings, or other identifiable physical areas in the building being quoted. These locations are used when entering quotations for the project, and assist in breaking down the overall project into identifiable phases

Quotations in a project A project can contain one or more *quotes*. Standard *Frontier eQuote* functionality is used to enter and maintain quotes within a project; the associated project is identified when the quote is created. A quote can contain line items for one or more *locations* – each line item entered in the quotation is associated with a **location (tag)** that must be defined for the project. If there is *special dealer pricing* associated with the project, it will be applied as line items are created. The quoted price to the end user for each line item will be based on the project *selling mark-up* applied to the dealer purchase price.

Installation phases Each product on a quote has an *installation phase*. Installation phases are assigned by the manufacturer, and assist in managing the delivery and physical installation of products in the project. For example, an order for an office cubicle may have products that can be installed at different times: frames, panels, worksurfaces, and electrical. The manufacturer has defined four separately-shippable “installation phases” for this cubicle: FRAMES, PANELS, WORKSURFACES, and FURNITURE. Each of these installation phases may encompass one or more products that should ship together for that phase of the installation.

Products in cubicle	Installation phase
Partition frames	FRAMES
Electrical components	FRAMES
Partition panels	PANELS
Worksurface supports	WORKSURFACES
Worksurfaces	WORKSURFACES
Storage bins	FURNITURE
Seating	FURNITURE

Document attachment and manufacturer approval Complex projects often require supporting materials, such as layouts, installation diagrams, and specification documents. eProject Commercial allows these documents to be electronically uploaded and *attached to a project, a location in a project, or a quote within the project*. When a new document is attached anywhere within the project hierarchy, the project becomes subject to *manufacturer review*: no new releasing can be performed against the project until the new or revised documentation is reviewed by the manufacturer.

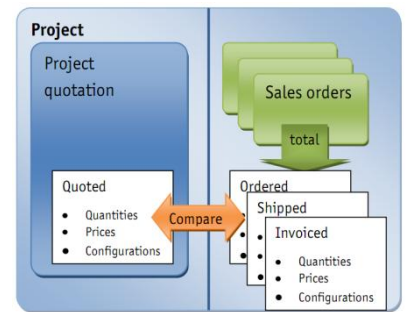


Location	Quotes & Sales orders	Release now	Total dealer purchase price	Installation phase	Scheduled delivery date	Line items	Quantity
FLOOR 1	2 quotes	<input type="checkbox"/>	\$11,347.00	FRAMES	04/04/2011	8 line items	18
				PANELS	04/04/2011	11 line items	48
				WORKSURFACES	04/11/2011	4 line items	4
				FURNITURE	04/11/2011	8 line items	8
FLOOR 2 EAST	4 quotes	<input type="checkbox"/>	\$18,998.00	FRAMES	04/11/2011	12 line items	24
				PANELS	04/11/2011	12 line items	64
				WORKSURFACES	04/18/2011	4 line items	8
				FURNITURE	04/18/2011	8 line items	16
FLOOR 2 WEST	5 quotes	<input type="checkbox"/>	\$26,399.00	FRAMES	04/18/2011	7 line items	36
				PANELS	04/18/2011	10 line items	96
				WORKSURFACES	04/25/2011	12 line items	24
				FURNITURE	04/25/2011	12 line items	24

Project delivery information A project can potentially encompass many different quotations, consisting of hundreds or even thousands of individual products. *Project Delivery Information* is associated with a project, and summarizes the project schedule across all quotations, line items, locations, and installation phases contained within the project. Changing the *scheduled delivery date* for an *installation phase* of a *location* automatically updates the relevant line items on all affected quotations in the project. Links provide visibility to all the quotes containing products for a given location within the project, as well as line items within a project phase.

Converting and releasing project quotes to sales orders The project delivery information also provides the basis for converting the quotations for one or more locations to actual sales orders at the manufacturer. A *location* is selected for release by checking the **Release Now** checkbox next to the location. The quote line items for that location are consolidated onto a single new quotation ready for conversion into a sales order after the entry of a dealer purchase order number and confirming the delivery information.

Track ordering progress against the project All releases against a “project” are tied back to the project. Every sales order created for the project ties back to the original project, quotation, and quote line. Analysis tools help you compare what has been ordered versus what was originally quoted, identify any variances, and take whatever corrective action is required. All orders, shipments, and invoices are tracked back to the project.



Frontier eProject Commercial

- Ideal for quoting and managing large commercial product supply projects
- Enable clear communication between the dealer and manufacturer
- Leverages existing investments in both Frontier and eQuote



Copyright © 2011, Friedman Corporation. All brand names, product names, and trademarks belong to their respective holders.