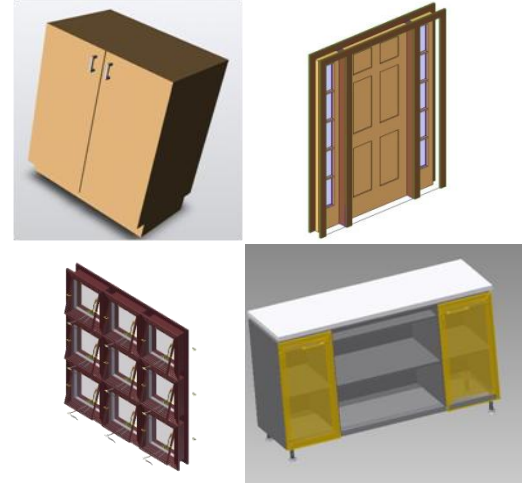


Friedman Frontier

eProject Quote



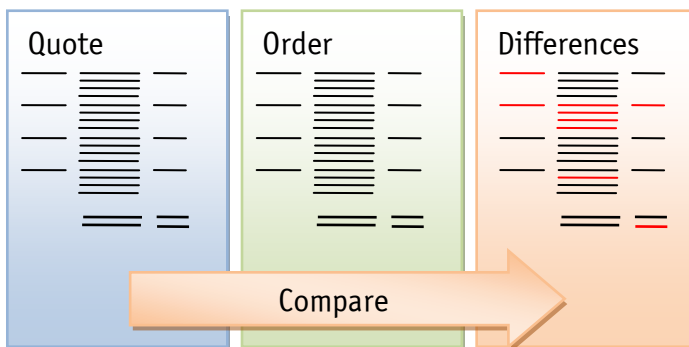
- Rapidly generate accurate quotes with a minimum of input
- Quote-to-order comparisons identify variances
- Project quotations support multiple releases
- Powerful reconciliation tools
- Leverage your existing configuration rules in Frontier



Speed of bidding and quoting is vital in the competitive building products industry. Frontier eQuote has always provided an excellent customer “portal” for building quotations and converting them to live sales orders as required. Now, **Frontier eProject Quote** extends the functionality of eQuote to provide an even faster method for getting accurate quotes to your customers, using the configuration rules you have in place today.

Ask for only what is important. Many categories of building products require a significant amount of specification before they can be formally ordered from the manufacturer. Handling options, exact dimensions, and detailed hardware options are just a few examples of the details required to fully-specify a product. However, many of these details are not “material” to generating a valid price quotation for a product. **eProject Quote** allows you to identify the configuration options that affect pricing. Options which do not affect pricing are not displayed. In many instances, this can reduce the amount of specification by 50% or more, resulting in a much faster quotation process.

Streamlined user interface. **eProject Quote** extends eQuote by providing a streamlined user interface displaying all line items in a “grid view”. Users can rapidly change selected options across multiple line items, and can see everything in one page. **When the eProject Quote is converted to a sales order**, any remaining options that are required for manufacturing the product will be prompted-for.



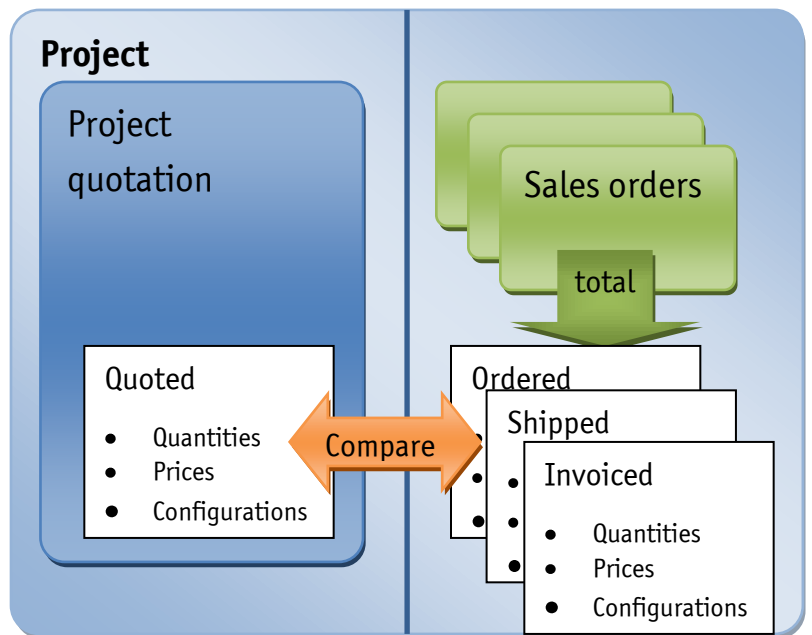
Powerful quote-to-order comparison and reconciliation tools. Frontier provides powerful tools to compare what was quoted with what was actually ordered. A summary display by price category highlights differences between the quote and the order; the user can drill down into any category to see precisely what was changed on the order, and how it affected pricing. Price comparison tools are available to internal users, and external users of eQuote and eStatus.

Project quotations, simplified

eProject Quote allows you to associate a quote with a **project**. The same quotation can be used for multiple sales order releases as the project proceeds to completion. Each release copies a selected subset of quantities and line items from the original quotation, preserving the original quote pricing on the created sales order. Changes can be made to the release before it is converted to a sales order to accommodate last-minute specification changes; Frontier will track these variations and relate them back to the original project quote for analysis and reconciliation.

Track ordering progress against a project quotation.

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



eProject Quote

- Extend eQuote to provide easy-to-manage project-level quoting
- Allow customers and salespersons to rapidly generate quotes with a minimum of overhead

