



Frontier Project Tracker

Prepare a Comprehensive Bid Easily and Accurately



The biggest opportunities for window and door manufacturers and cabinetmakers are found in bidding for volume contracts to supply builders of sub-divisions or multi-unit projects. The ability to prepare a comprehensive bid - easily, quickly and accurately - and track production and delivery according to the contract terms and organization can make the difference between profitable business as a valued supplier or standing by as the work goes to a better prepared bidder.

The Frontier business system provides industry-leading ability to accurately configure and price individual windows, doors, cabinets and cabinet sets. The Frontier Project Tracker adds unsurpassed ability to organize individual bid components into a consolidated whole, giving you the competitive edge. With this system, you can develop a contract hierarchy for a project including phases, tracts, and releases within each tract. Each release can include any number of individual units that can be grouped together into ship categories to properly sequence and schedule shipments to the job site.

The Frontier Project Tracker works with the Frontier PowerBids remote bidding system to develop specifications and pricing including cost-plus pricing based on actual estimated production costs and specified markup - no need to rely on list prices or gross estimates. Plans and options can later be assigned to individual units (takeoffs) within the development with specific build and ship instructions for each unit. All costs and prices are accumulated within the hierarchy for complete reporting and analysis.

Frontier Project Tracker supports pre and post-contract negotiation with appropriate budget and pricing adjustments. Sales commissions are calculated on the negotiated and actual amounts for the contract. Improve your cash flow with comprehensive progress billing support so you can bill out units as they are shipped or installed.

The Frontier Project Tracker allows you to organize internal contract records and manage all cost and schedule information. Contract records, tied to the customer and the site location (ship-to address) are associated directly with the customer's project identification. Multiple phases within a project and tracts within each phase provide further delineation and clear visibility in terms the developer understands. Any number of units within a tract can be designated as a release, and individual unit plans and takeoffs (including the exact configuration and option selections) stand alone within this hierarchy for full visibility and control.

The "Project Master," created and maintained in the Frontier system, includes the Project ID, Project Name and Project Description. Plans, Plan Descriptions and available Options for each plan are also defined in the Project Master. The user may copy plans and options or an entire project to allow for ease of entry when a project has multiple plans and multiple options. The user can cut, copy and paste line items between

phases, plans and options. The configuration rules established in Frontier determine the minimum level of detail to be defined for each line item at the plan/option level. Price, margin, discount and markup amounts can be controlled right down to the line item level. There is ample provision for free-form notes.

The Frontier Project Tracker is fully integrated with the Friedman Frontier configuration-based software system. All contract information is validated and coordinated with customer, product, configuration and production information in the Frontier system. Completed sales order plans and line items are released directly to production scheduling and control based on the Release to Production dates specified in the order/contract.

Bid Status, Quote information, Contract Status and Sales Order Status can be tracked through the Frontier iStatus Internet-enabled customer service and order tracking application.

The Frontier Project Tracker supports complex bidding, estimating, pricing, tracking, and production requirements for suppliers working on large jobs, particularly those who service developers and builders. The project tracker is fully integrated with Frontier and leverages its configuration capabilities and production and customer service applications.

Contract Project Tracker Hierarchy

