



XC/Quote XactMan® Quotation System

The XC/Quote subsystem provides functionality enabling the end users to take a customer's specifications over the phone and generate a quotation per the specifications in a real time mode. XC/Quote offers an intuitive graphical user interface (GUI), which makes data entry fast and accurate. During quotation entry, the business user can price the quoted items using a variety of parameters (i.e. total margin, total quote value, product cost etc.). The completed quotation can be faxed directly from the client to the customer, or printed on the client's, or network printer to be mailed to the customer. Upon acceptance of the quotation, the particular quote can be instantly converted to a sales order, or several quotes can be combined into a single order. These sales orders are posted directly in to the HP3000 MANMAN® Order Management system.

The screenshot displays the XactMan Order Management software interface. The main window is titled "AS - XactMan Order Management" and shows the "Add Quote" process. The "Quote Number" is set to "NEW" and the "Ship-To" is "210-1" for "SIEGEL ACADEMIC PRESS". The "Quote Type" is "2 = Job Quote". The "Project" is "SPHERION" and the "Requestor" is "F.S.". The "Date Entered" is "7/24/2002" and the "Quote Status" is "Open". The "Sales Territory" is "W" and the "Fiscal Period" is "0797". The "Ship-To" address is "210 HAMILTON AVENUE, PALO ALTO, CA 94301". The "Bill-To" address is "SIEGEL ACADEMIC PRESS, ATTN: ACCOUNTS PAYABLE, 210 HAMILTON AVENUE, PALO ALTO, CA 94301". The "Bid/Buy" is "BID" and the "Competitor" is blank. The "Total Amount" is "0.0000", "Total Weight" is "0.00", and "Total VC" is blank. A "New Line NEW" dialog box is open, showing details for "Line: NEW Product: 100-00-01 CAMAN 10 CAMERA". The "Quote Qty" is "10", "Min. Qty" is "0.00", and "Commission" is "0.00". The "Req. Date" is "7/24/2002", "Sch. Date" is "7/24/2002", "Quoted Date" is "7/24/2002", "Effective Date" is "7/24/2002", and "Expire Date" is "8/23/2002". The "Plant" is "CAMAN-00". The "Discount Pct" is "20.00", "Cost" is "159.0420", "Margin" is "44.6233%", and "Weight" is "0.00". The "Calculated Unit Price" is blank, "Unit List Price" is "359.0000", "Invoice Unit Price" is "287.2000", "Tot. Qty/Product" is "0.00", and "Tot. Amt/Product" is "0.0000". The "Quantity Available" is "0.00". The "Pricing Table Disc." and "Pricing Table Price" are blank. The "Volume" is "9920.00". The dialog box has "Save", "Save & Close", and "Cancel" buttons.

Requirements: Windows 95/98/NT/2000, Internet Explorer 4.0 or higher, TCP/IP network access to HP/3000