

camos.

© quotation generates quotations



quotation

The easy quotation tool

camos Quotation accelerates the process of generating quotations, particularly for companies with complex, highly variable products and industrial systems. It provides quick access to a future oriented quotation generation.

The high performance quotation tool was developed based upon experiences from more than 150 international projects. Therefore it provides a wide range of functions even in its standard version.

Your vision is a quick
and easy tendering?
camos Quotation
makes it real.

camos Quotation is ideal for ...

- mid-sized and large companies selling complex products, plants and services
- companies with international and project oriented sales

This is what camos Quotation does

- product and component selection based on properties and characteristics
- quotation structure displayed at a glance
- different price lists can be used
- variable parameters in text modules
- manual quotation items
- price calculation based on price lists or manufacturing costs
- special business conditions reflected in quotes
- alternatives and options
- quotations printed in any language in freely designable layouts
- management of articles, texts and price lists

Selected functions

Quotation generation

With camos Quotation, the user selects products and components relevant for a price quotation from article catalogs and/or price lists; or a product variant is configured with the integrated camos Configurator (optional). The pricing is based on price lists and/or manufacturing cost calculations. All selected products and components are displayed in an explorer tree which is used simultaneously for navigation. Additional information – including pictures, videos, technical specifications – compliments the individual components. Dialogue language, language for results, currency, dates of validity (for calculations) as well as latest price lists can be easily adjusted. Beyond that, all Windows functions, such as Copy, Paste, Delete and Drag & Drop are available. A numbering of items is carried out automatically, depending on pre-defined, easily adjusted algorithms.

Manual quotation items

Freely variable quotation items, accompanying explanatory texts and cost calculations can also be added at any time, assuming the appropriate authorisation. For all price items, any number of options and alternatives can be added.

Sell complex products easily.

Price calculation based on price lists and/or manufacturing costs

The quotation is based on material catalogues and price lists. However, into these calculations any number of price lists can be defined, i. e. for various countries or differing uses. Articles and prices can be managed by camos Quotation or taken over by other systems such as ERP. In a calculation overview, features specific to the quote, such as discounts on individual items or groups of items, can also be displayed. Customer specific conditions are automatically taken into consideration and reflected. Manufacturing costs are used for the pricing – calculated on basis of an enhanced, multi-level overhead calculation. Authorised access to confidential information is protected by user access rights.

Quotations printed in any language

Setting the printout in any language and in varying currencies is just as easy as country specific printing formats. Any type of data, such as technical features, can be added into the texts. Country specific measuring units are automatically taken into consideration and reflected.

Management of master data

With a management tool, data such as material catalogues, quotation texts, text modules and price lists can be simply and easily maintained.

Complex quotations simply generated

With its integration into the CRM system camos Sales Center, direct access to all customer information relevant to the quotation, as well as country specific and customer specific conditions are instantly provided. With camos Configurator, product specific rules and constraints are applied, and quotations are generated correctly.

International availability

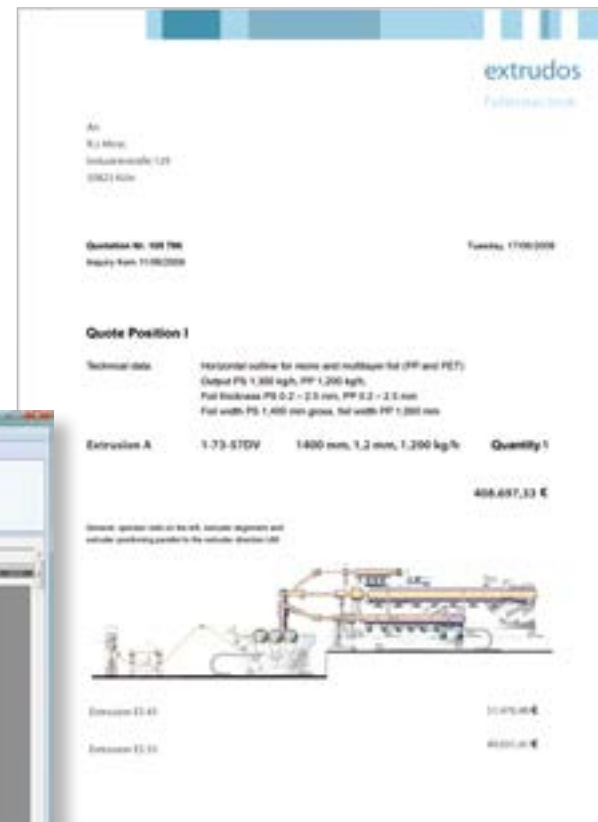
camos Quotation offers the possibility to generate the user interface and the printouts in any language – even in Asiatic and Eastern European languages. Translations are deposited simply and easily with the help of the translator tool camos Translate. Technical features can be recalculated and displayed to reflect country specific measuring units. Prices are re-calculated into any currencies. All information on products, prices, technical options and accessories are instantly available independent of national borders, anywhere in the world.

All this information is provided without delay via Internet by camos Quotation.

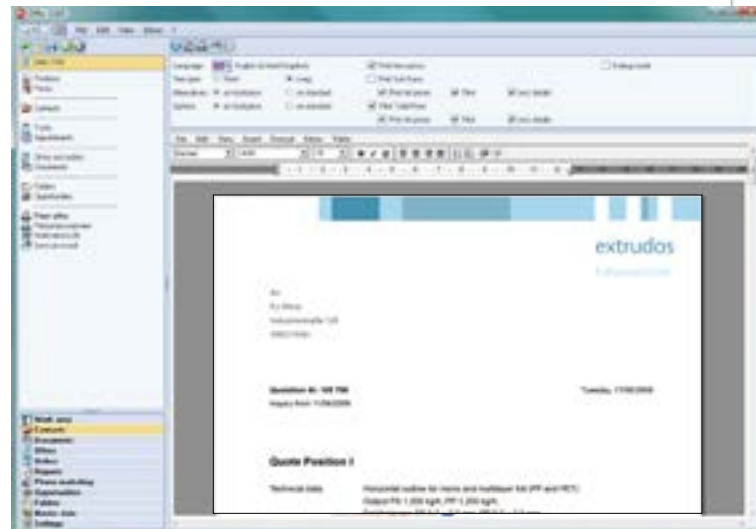
Technically correct quotations generated quickly.

Item	Description	Quantity	Unit	Price	Total
1.1	1.1.1	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.2	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.3	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.4	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.5	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.6	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.7	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.8	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.9	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.10	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.11	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.12	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.13	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.14	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.15	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.16	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.17	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.18	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.19	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.20	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.21	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.22	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.23	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.24	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.25	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.26	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.27	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.28	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.29	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.30	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.31	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.32	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.33	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.34	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.35	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.36	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.37	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.38	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.39	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.40	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.41	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.42	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.43	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.44	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.45	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.46	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.47	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.48	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.49	1	EA	30.000,00 €	30.000,00 €
1.1	1.1.50	1	EA	30.000,00 €	30.000,00 €

Summary of quote calculation including alternatives.



customisable quotation layout



Your benefits at a glance

- reduction of costs through efficient, easy generation of quotation
- consistent and correct data basis by integration into camos Sales Center
- accurate and updated prices reflecting country and customer specific conditions
- high flexibility through adjustable price calculation and discounting
- internationally deployable through multilingualism
- easily viewed, uniform quotation layout in your company's own corporate design
- lower efforts for management of quotation texts and pricelists
- can be expanded to a full quotation configurator
- simply integrated into existing IT landscapes through interfaces to ERP systems, etc.

camos Quotation offers productivity by usability.

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are glad to inform you.

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