Quote calculation
The universal quotation software for sheet metal parts and mechanized welding

almaQuote

almaQuote, via an intuitive and graphical user interface, allows quickly creating very basic quotes or more elaborated ones for sheet metal part manufacturing. almaQuote is intended for sheet metal subcontractors that must answer requests for quotation in very short delays and manufacturers looking for customized functions or applications tailored for very specific needs. almaQuote is a stand-alone product with its own databases. It can be used by any company already using or not a CAD/CAM software product developed by Alma.
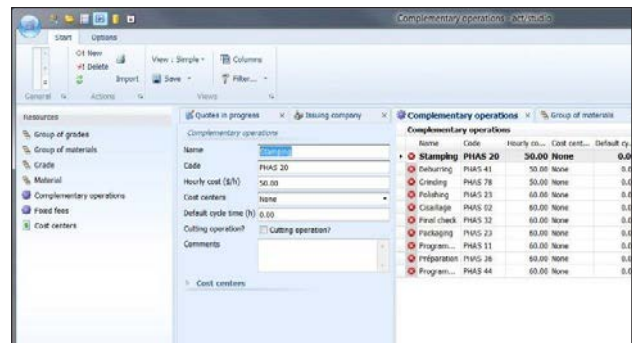
almaQuote allows quickly creating a quote from a few characteristics of the part to cut or to very precisely calculate the cost of the operations and supplies required for manufacturing and delivering a part or a part set. In this case, the part geometry is retrieved from a DXF or DPR file or from a pre-defined shape.

With a flexible design, almaQuote provides the possibility of creating new operations, defining or modifying parameters or formulas for the cost calculation, editing quotes and output reports. almaQuote's workflow can also be customized, by including for example an additional validation step. Besides, the application allows managing multiple user rights.

almaQuote simplifies the quote management since all documents used for preparing the quote – part specifications, DXF or DPR file, subcontractor proposal, etc.) are saved in almaQuote's databases.

Following the quote preparation and edition, the list of manufacturing operations included in the quote can be reused for creating the preliminary manufacturing specifications.

For customers using act/cut, accepting a quote triggers data export into act/cut and generates a manufacturing order that launches the part manufacturing.

Advantages and **benefits**

- A unique solution for basic quotes as well as more elaborated ones.
- Adaptability to customer needs thanks to various customization features.
- Possibility to estimate parts or part sets.
- Added-value resulting from Alma's expertise in sheet metal manufacturing.
- A simple and intuitive graphical user interface.
- Backup of any documents used for the quote creation.
- Data security and reliability resulting from the database management system.
- Possibility to interact with any information system (ERP, CAD, CAM, etc.) thanks to data import and export functions.
- Interoperability with act/cut and full integration into almaCAM 2D, Alma's software product of a new generation.
- Scalable deployment.

Main functions

Flexibility, configurability and customization

almaQuote can be used for two kinds of quotes:

- calculation of basic quotes from a few part characteristics specified by the user (for example, its dimensions and the cutting technology to use);
- calculation of detailed quotes that take in account the actual part geometry, all the necessary operations to perform and all the supplies/components required for the part manufacturing.

Customization of various features by the user, administrator or the installation operator:

- creation of new operations of several types (manufacturing, cutting, finishing, fixed-priced, sub-contracting);
- defining or modifying parameters or formulas for the cost calculation of new operations;
- editing quotes and output reports;
- adaptation of the process to reflect the internal company organization by adding steps to the workflow and by managing different rights to the users according to their role.

Possibility to perfect quotes by adjusting margins, discount rates at multiple levels (part, part group, operation, supply or quote).

Possibility to estimate part or part set manufacturing.

Working environment and integration to information systems

almaQuote is an stand-alone software product with its own databases, that can be used by any company using act/cut CAM software or not.

The database management system ensures data security, reliability and backup.

almaQuote relies on a multiple user architecture and supports the Terminal-server mode.

For customers using act/cut, accepting a quote triggers data export into act/cut and generates a manufacturing order that launches the part manufacturing.

Possible data exchange with an ERP system (specific developments are required) to import customer lists and/or supplies from the ERP or export almaQuote results to the ERP.

Basic concepts

A quote consists of one or several part(s), hardware supplies and operations. A quote is always linked to a customer.

Hardware supplies and operations are linked to parts or part sets, or globally apply to the quote.

almaQuote follows a multi-stage task-oriented process: creation, optional validation, transmission and closure.

almaQuote manages four types of parts:

- simple parts, the properties of which are manually entered;
- Imported parts from DXF or DPR files that contain their geometric characteristics;
- pre-defined parts the characteristics of which result from a pre-defined shape selected from almaQuote shape library (additional characteristics can be manually entered);
- reference parts linked to a specific client for frequent manufacturing requests.

almaQuote manages different kinds of supplies:

- hardware items (screw, washer, nut, etc.);
- packaging items (pallet, boxes, etc.);
- sheets, that can be used for nesting estimation.

It is possible to create new supplies and new supply categories.

almaQuote manages four types of operations:

- manufacturing or cutting operations (pre-defined with various input parameters used to compute machining times and costs, possibility to add specific parameters and customize the computation formula);
- finishing operations pre-defined by hourly costs and requiring a cycle time value as an input;
- fixed-price operations requiring a quantity value as an input (relate to transportation costs, administrative fees, etc.);
- sub-contracted operations requiring a cost as an input and applying to any operation performed by a sub-contractor.

Depending on their type, operation costs apply to the parts/part sets or to the quote.

Two calculation modes available for the material cost:

- calculation from the weight of the escribed rectangle of each part to manufacture;
- calculation from the actual part geometry (requiring a DXF/DPR file) and the number of sheets to be used, calculated by a nesting simulation.

The customer database contains information about the companies and contact persons. It is entirely customizable.

Several types of documents (quotes, internal report, etc.) that can be customized can be generated using the PDF format.

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