



Market Quote is a replacement module for UA Corporate Accounting to provide market driven price quote capabilities, enabling you to maximize commodity sales revenues.

The "Enter A New Quote" form with the Market Quote enhancements

- Easily accessed from UA's "Enter A New Quote"
- Quotes imported into OE Orders automatically recalculate promised delivery dates.
- The range of successful sales prices; and, for that matter, the unsuccessful ones as well, can be seen at a glance
- Adds the archival/retention of quotes to the UA system

Prior quotes pop-up form displays the range of successful and unsuccessful sales prices

Market Quote

- **Material Number:** The product identification
- **Post:** populates the price from the selected item to the quote
- **PO Cost:** A read-only textbox that displays cost of the item.
- **HIT:** A filter used to display only quoted items that sold

- **MISSED:** A filter used to display only sales items that didn't go through
- **CURRENT:** A filter used to display only sales records pertaining to the currently selected customer
- **ALL:** A button used to display sales of the product regardless of the customer involved.

- Edit Quote is replaced with Quote Selector, an easier to use selection form that lets you quickly scan all quotes to make an editing selection.
- Double clicking opens the selected quote in the Market Quote edit screen.

| Quote# | Cust# | CustomerCode | Cust Ref# | Contact | Ship To | Total |
|--------|--------|--------------|-----------|---------------|------------------------------|------------|
| 14502 | MONSUP | | | LINDA | | \$264.00 |
| 14503 | W&O | W&O-NORF | | CINDY HILL | 5888 CURLEW DRIVE NORFOLK | \$2,971.00 |
| 14504 | TECNIC | | | TED ANSELL | | \$2,242.00 |
| 14508 | MISCOM | | | DON | | \$237.60 |
| 14510 | COLIND | | | MIKE TORRES | | \$6,241.63 |
| 14512 | ANTCOR | | | KAREN | | \$719.90 |
| 14513 | EMPMAC | EMPMAC-SH | | KELLY SAWYER | 3550 VIRGINIA BEACH BLVD. NC | \$3,168.00 |
| 14514 | NORNAV | NORNAV-SH | | DEBORA ROSEB | | \$6,300.00 |
| 14518 | RAYSUP | | | JOSH | | \$2,464.00 |
| 14521 | RAYTHE | RAYTHE-SH | | SUZIE BINDER | 2555 ELLSMERE AVENUE NORF | \$234.00 |
| 14522 | DOLLTD | DOLLTD-SH | | FRANK | 863 W. 44TH STREET NORFOLK | \$1,156.00 |
| 14523 | NEWCUS | | | DOMINIQUE | | \$166.65 |
| 14524 | ADVCOR | | | BILL PAFFRATH | | \$2,182.82 |
| 14526 | MONSUP | | | LINDA EGGER | | \$65.00 |
| 14528 | MILCOM | | | MICHELLE | | \$390.00 |
| 14529 | NEWNEW | | | SCOTT CALLAHA | | \$395.00 |
| 14531 | METMAC | METMAC-SH | | CINDY SIMMOND | IMPERIAL DOCKS FOOT OF LIGO | \$1,140.00 |

Quote Selector displays

- Quote Number
- Customer Details
- Contact
- Shipping Address
- Total
- Date
- Sales Person

Quote Selector Form

Market Quote is available in Edit Quotes by clicking the Market Quote Button

Additional Features include:

- Closing the quote into a sales order automatically updates Hits and Misses
- Quotes do not impact existing inventory or supply schedules because they are stored separately from the sales order files until they are imported as an order.
- Quote historical retention period set in set-up
- Automatic archival on OE Period Closing + retention period
- Preview Quote (hard copy) on Save option

Edit Quote

Enter Quote For: RFQ:

Ship to: BUILDING 276
NORFOLK NAVAL SHIPYARD
PORTSMOUTH V 23709-

Ship: OT Quote Date: 7/5/2001

Terms: Contact: DEBORA ROSEBORC

Type: FOB: Shipping Point Request Date: 6/7/2002

| Line# | Part # | Description | Taxes | Sales G/L | Location |
|--------|------------|-----------------|--------|-----------|----------|
| Qty | Price Each | Total | Delete | Promise | |
| 1 | 87002600 | Customer Part # | Tax | | |
| 300.00 | \$21.00 | \$6,300.00 | Del | 4 Weeks | 100 |
| 0 | | | Tax | | |
| 0.00 | \$0.00 | \$0.00 | Del | 4 Weeks | 100 |

4 SLEEVE CL200 70/30 (P13 WELD JOINT)

SalesRep:

Ref #: Sub-Total: \$6,300.00

Expires: 7/7/2002 Taxes: \$0.00

Total: \$6,300.00

Edit Market Quote