

# Cost Estimating, Order Entry, Invoicing

*PC-Topp Front Office makes PC-Topp a complete solution*

## Improve your Business with PC-Topp Front Office

- Get a fast and easy order to cash solution.
- Generate cost estimates with an engine specially designed for the Corrugated industry.
- Keep better control over margins and develop your business.
- Issue a quotation and create the corresponding article within seconds.
- Create invoices automatically or manually depending on customer consolidation rules.
- Use the Customer Management module to improve sales agents' efficiency.
- The software is Web browser based and therefore easy to use.



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*The Experienced Scheduling System  
With Cost Estimating & Order Entry*

# PC-Topp Front Office

Cost Estimating  
Order Entry  
Invoicing  
Customer Management

*PC-Topp Front Office is PC-Topp's sales management module. The solution includes cost estimating, order entry, invoicing, and customer management. Especially designed for the requirements of the Corrugated industry, PC-Topp Front Office helps the Sales department interact with Planning and Production.*

- Sales Order Entry
- Cost Estimating
- Pricing and Quotation Management
- Article Management
- Customer Management
- Delivery Notes and Invoicing
- Real Time Integration with PC-Topp.NET Scheduling and Production Control System

### What Is PC-Topp Front Office?

PC-Topp Front Office is the sales management tool integrated with PC-Topp.NET. It is designed for fast and easy **order entry**.

PC-Topp Front Office's **cost estimating and pricing** functionalities are custom-tailored to the needs of the Corrugated industry. It lets you issue **quotations** and create the corresponding **articles** quickly and easily. The software's fast, state-of-the-art estimating engine **takes into account all manufacturing costs as well as all other cost factors**.

Further central features of Front Office are fast, easy to use **customer, quotation, order, and article management**.

### Modern Software Offering All Advantages of a Web Environment

PC-Topp Front Office is based on robust, secure Web architecture. A simple **Web browser** grants full access to the system. The software meets all requirements for easy daily use in a corrugated plant.

### Real Time Integration with PC-Topp.NET, the Experienced Scheduling System

PC-Topp Front Office is fully integrated with the expert scheduling and production control system PC-Topp.NET for corrugator and conversion machines scheduling, with online links to the corrugator and the conversion machines. It offers reliable, stable operation and guarantees up-to-date schedules, a smooth, efficient production flow, reduced downtime, and live production feedback throughout the plant. It helps you optimize trim, increase productivity, and anticipate bottlenecks, cope with production incidents, and rush orders.

### Fast and Easy Sales Order Entry

Sales can record many different orders in a few seconds. If available, goods for sales orders can be taken from the finished goods stock as an alternative to scheduling them for production.

Based on the real time information on free machine capacity provided by PC-Topp.NET, PC-Topp Front Office calculates **realistic delivery dates**.

Sales people get real time information at their fingertips and can immediately take necessary actions.

### Cost Estimating Engine

The cost estimating engine provides fast and reliable results. It takes into account a comprehensive set of economical and technical data covering the whole manufacturing and shipping process and delivers **accurate costing for each job**.

### Efficient Pricing and Quotation Management

Pricing is based on cost estimating, purchasing and sales policies. You can create quotations with prices for several different delivery quantities or with additional costs such as tooling or delivery taken into account. Users have access to a scheduler snapshot for getting a bird's eye view on all pending cases.

With the system's **accurate costing** you exactly know your margins so you can calculate your prices more precisely and ultimately **increase your profit**.

### Creation of Articles

PC-Topp Front Office already knows all general **FEFCO codes**. In addition, a wizard helps create customized FEFCO codes that can be based on existing codes with similar geometrical features and processing steps. The underlying framework automatically calculates board dimensions from box length, width, height etc.

**Multi-element** frameworks are supported for complex articles like **point-of-sale displays**.

The state-of-the-art software takes into account the complete production process (pre-print, flexo printing, pre-printed sheets, flat bed or rotary die cutting, case making, ...) and helps you **create quotations quickly and efficiently**.

The **palletizing wizard** computes the best solution automatically, taking into account many criteria taken from customer requirements, or entered manually.

### Customer Management

Customers' data is stored with all relevant information (pricing policy, sales margins, group or company details, accounting data, particular comments etc.).

A **pop-up warning** ensures that important information like instructions, reminders, comments etc. is viewed by everybody concerned.

**Credit lines** can be configured to give alerts at order entry when caps are reached.

With PC-Topp Front Office you can increase **customer satisfaction** due to quick and to the point responses to customer calls and inquiries.

### Delivery Notes and Invoicing

The system triggers a delivery note that can instantly create the corresponding invoice. Invoices are generated manually or automatically, depending on customizable rules.

**Administrative productivity is improved**, redundant data entry avoided.

Quality controls on finished goods can be included into the delivery process, e.g. checking the quality of the last pallet.

### Optional Business Intelligence Module

A **business intelligence tool** gives management a better understanding of overall sales data and helps making better decisions accordingly.

With the help of easy-to-build dashboards, this module focuses on key accounts and major product lines. It accurately reports on the operational **performance of the sales executive team**.