



Microsoft Dynamics 365

Business Central

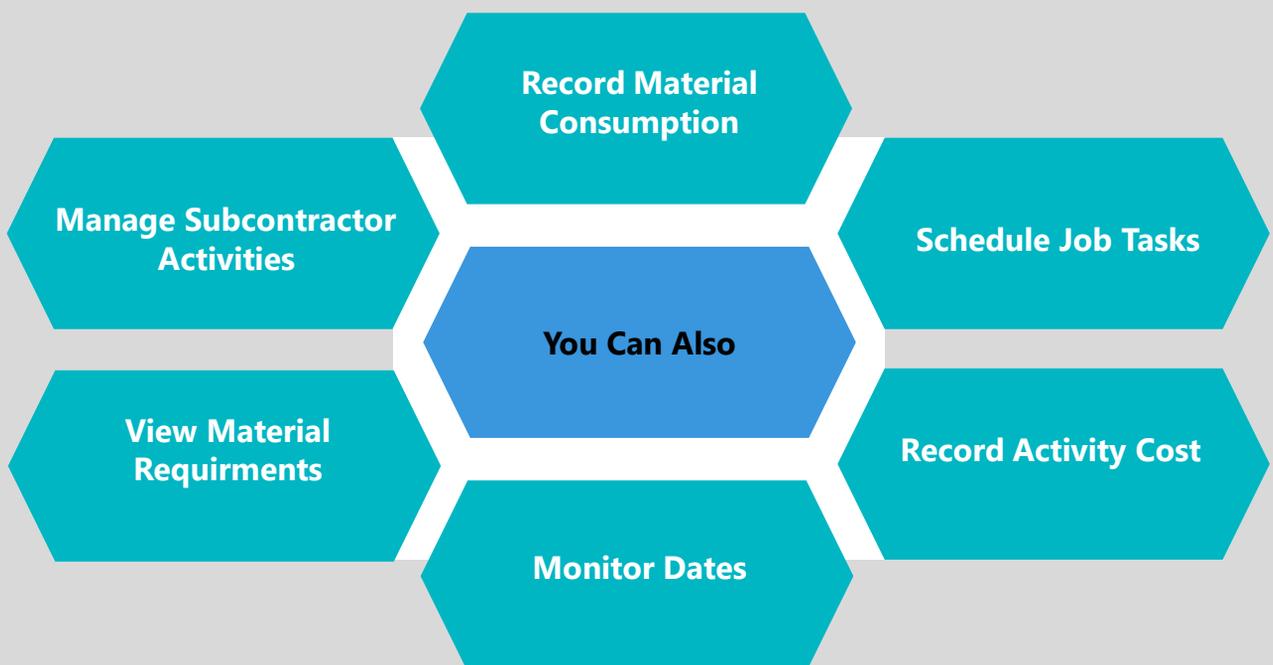
The Right Option for
Job Shops

Most orders for Job Shops are for a unique service or item and because jobs are unique, not a mass production type job, Standard Cost Manufacturing software will **not** work for your business.

You are selling a Service more than a Product. However, you will still need to consume Materials, pay Subcontractors, and track the Labor Hours allocated. You need software designed for a Job Shop. Therefore, you need software designed for a Job Shop (Engineer to Order, Assemble to Order, or Make to Order).

The Distinguishing Capabilities of Job Shop Software

Business Central is an Activity Based Costing tool for your project / Job Costing applications. As a complete Project Management and Costing solution, Business Central provides an easy way to manage resources and track the status of each Job Task.



Business Benefits



Increase Revenue

- With shorter lead times and reliable promise dates that allow for better deliveries and customer service.



Cut Costs

- By significantly reducing inventories, overtime, expediting fees and time spend updating spreadsheets.



Keep Informed

- With real time data. Know where your costs are on every job, every minute of the day.



Gain Usability

- Through a thorough overview of your business to efficiently identify opportunities and detect issues.



Save Time

- With quick and easy access to your company's production status and identifying problems before they happen.



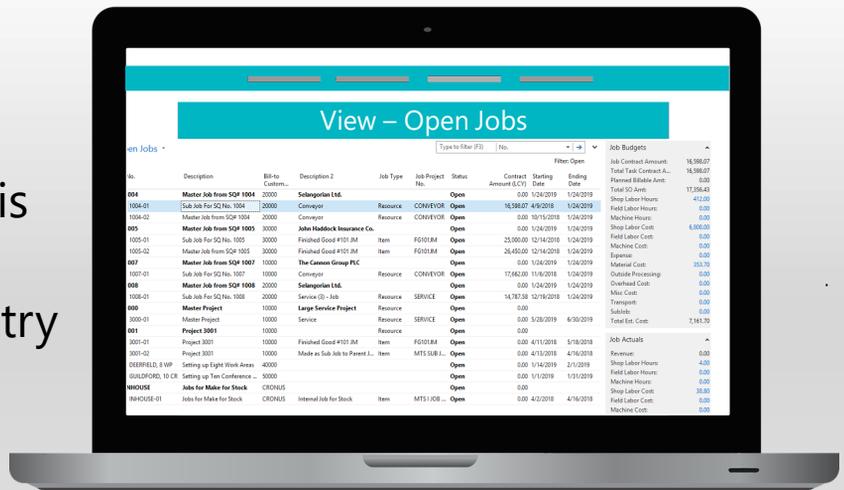
Estimating



Profitability Analysis



Shop Floor Time Entry



Key Features

"I reduced my month end closing process to 3 days from 20 days."

-Gerri McGighan -Lukens



Estimating and Quoting

- Estimator's Worksheet detailed calculations
- Template for standard product structure
- Multi-level BOM options
- Enable Non-Inventory Items



Billing

- Milestone, Cost Plus, Percentage of Completion, T&M and Fixed Fee
- Earned revenue worksheet



Procurement

- Demand based purchasing
- Buy direct to Jobs
- Subcontracts and outside processing
- Open PO visibility on Job Statics window
- Add Parts on the fly.



Work in Process (WIP)

- Auto-post WIP
- Auto-post Recognition
- Audit Trail

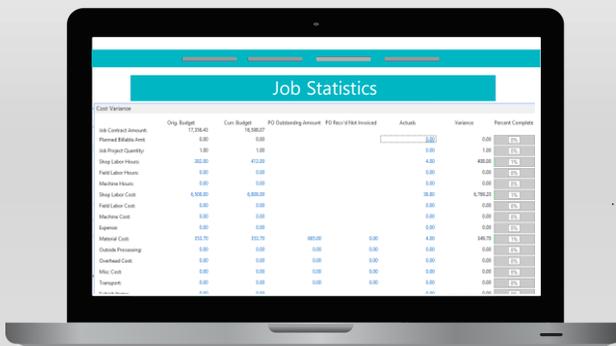


Labor Tracking

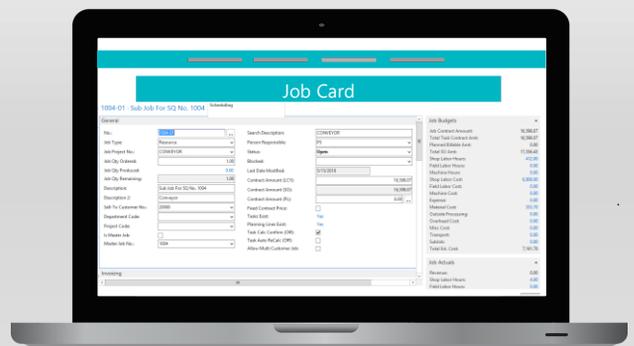
- Time collection stations
- Clock In / Cloud Out with shift tracking
- Scanner Interface
- Web Services option for remote time entry

Also

- Bar Code Scanning
- Shop Floor Time Entry
- Capacity Planning
- Cost Audit Trail



Cost Variance	Orig Budget	Cur Budget	PO Outstanding Amount	PO Rec'd in Other Invoices	Actuals	Variance	Percent Complete
Job Contract Amount	1,234.40	1,234.40					
Forecasted Materials Used	0.00	0.00			0.00	0.00	0%
Job Budget Quantity	0.00	0.00			0.00	0.00	0%
Shop Labor Hours	202.00	412.00			408.00	0.00	0%
Field Labor Hours	0.00	0.00			0.00	0.00	0%
Machine Hours	0.00	0.00			0.00	0.00	0%
Shop Labor Cost	6,900.00	6,900.00			6,796.20	0.00	0%
Field Labor Cost	0.00	0.00			0.00	0.00	0%
Machine Cost	0.00	0.00			0.00	0.00	0%
Expense	0.00	0.00			0.00	0.00	0%
Material Cost	310.70	307.70	880.00	0.00	4.00	346.70	0%
Outside Processing	0.00	0.00	0.00	0.00	0.00	0.00	0%
Overhead Cost	0.00	0.00	0.00	0.00	0.00	0.00	0%
Misc. Cost	0.00	0.00	0.00	0.00	0.00	0.00	0%
Transport	0.00	0.00	0.00	0.00	0.00	0.00	0%



Job Card	Job Budgets
Job Contract Amount	1,234.40
Forecasted Materials Used	0.00
Job Budget Quantity	0.00
Shop Labor Hours	202.00
Field Labor Hours	0.00
Machine Hours	0.00
Shop Labor Cost	6,900.00
Field Labor Cost	0.00
Machine Cost	0.00
Expense	0.00
Material Cost	310.70
Outside Processing	0.00
Overhead Cost	0.00
Misc. Cost	0.00
Transport	0.00

Does this sound like you?

1. I need to know if our estimates are accurate?
2. We need to know what percent complete we are on a job.
3. We want to reduce the high carry cost of our inventory.
4. When we get an analysis of a project, it's too late to fix problems.
5. We are collecting data, but everyone has their own spreadsheet.
6. We need access to historical data to quote new jobs.
7. We want to allocate employee time to the task level.

Job Traveler Report: Job Traveler Task Planning July 13, 2009 Page

Job No.: 1006-03 Job Qty: 1.00
Job Project: MOTOR

Motor Design/Build/Install
Master Job from SCR 1006

Status: Order #3 Customer: John Hubbard Insurance Co.

Job Task	Setup Time	Run Time	Start Date	Finish Date	Quantity	Comments
210 Client Planning Meetings	20.000	0.000	06/29/09	07/02/09		
LABOR Labor 10		20.000				

Job Planning Line Details

Task No.	Type	No.	Description	Fixed Cost	Setup Cost	Run Cost	Qty Per Unit	Quantity	Unit Cost	Total Cost
210	Material	LABOR10	Labor 10	Yes	Yes	No	1.00	20	20	20
210	Material	LABOR20	Labor 20	Yes	Yes	No	1.00	20	20	20
210	Material	70001	Size Panel	No	No	No	1.00	200	200	200
210	Material	1150	Run	No	No	No	1.00	200	200	200

LABOR Labor 10

220 Design

LABOR Labor 10

Job Planning Line Details

Labor Tracking

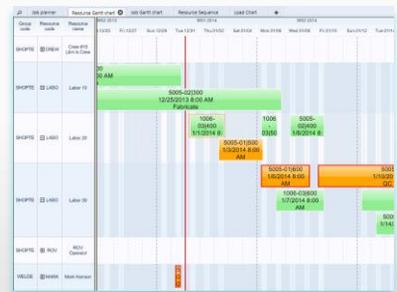
Job Cost Audit Report: Job Cost Audit Report 1

Task Description	Index	Plan Resource %	Start Date	Finish Date	Subtotal (Plan Cost)	Usage (Actual Cost)
100 Total Assembling the Furnace	1				27,451.00	27,000.00
100 Closing the Job	1					38.40
100 Meeting with the Customer	2				288.20	38.40
100 Total Closing the Job	1				288.20	38.40
100 Total Setup up for Conference Room	0				25,111.40	25,468.80
100 Reserve	0		02/11/10	02/11/10	23,880.00	18,900.00

Job No.: 90000001-1 9000001 Changeover C-12 8000

Job Task	Plan Resource %	Type	No.	Description	Quantity	Unit Cost (\$)	Total Cost (\$)
100	01/11/10 00002	Resource	70001	Page	1	4020	4020
100	01/11/10 00002	Item	70002	Size Panel	200	24.10	14,460.00
100	01/11/10 00002	Item	800	Run Material 1	200	1.80	360.00
100	01/11/10 00002	Item	900	Run Material 2	80	2.00	1,600.00

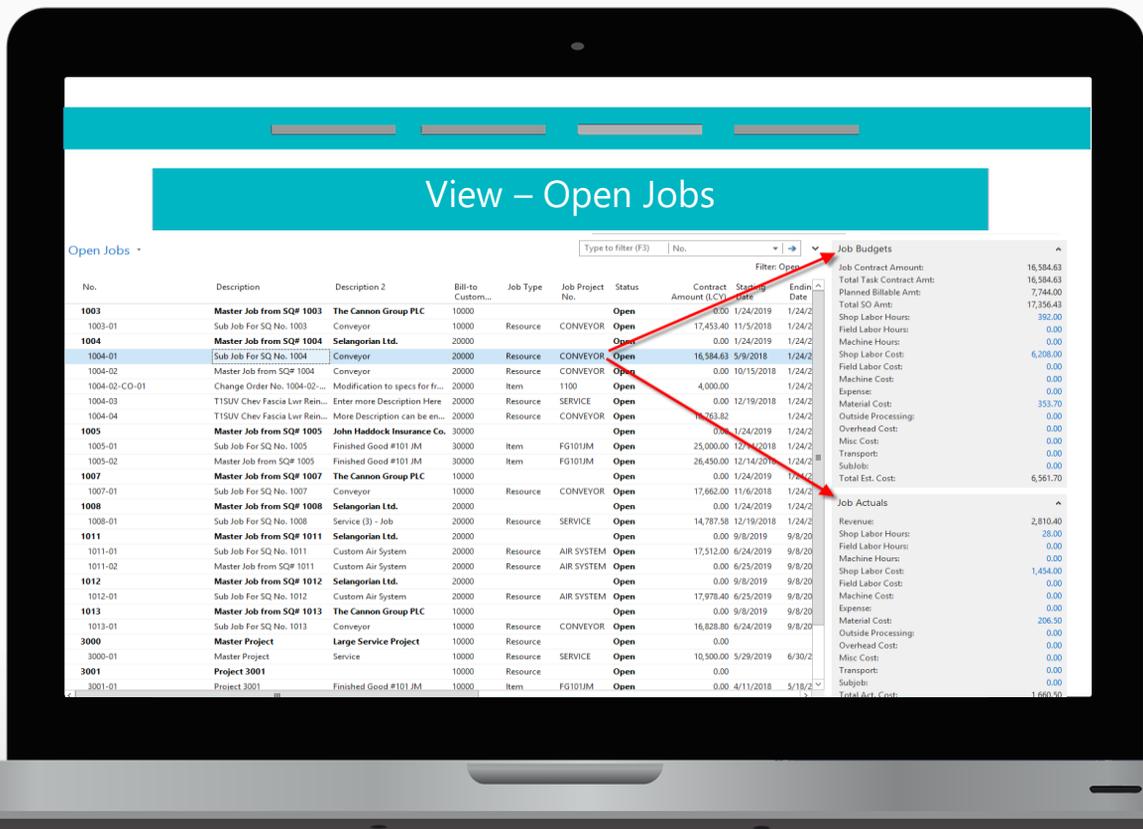
Job Cost Audit



Optional Drag & Drop Scheduling

Think of the Results First:

Job to Date Budget and Actual Cost in Real Time:



View - Open Jobs

No.	Description	Description 2	Bill-to Custom...	Job Type	Job Project No.	Status	Contract Amount (LCV)	Start Date	End Date
1003	Master Job from SQ# 1003	The Cannon Group PLC	10000			Open	0.00	1/24/2019	1/24/2
1003-01	Sub Job For SQ No. 1003	Conveyor	10000	Resource	CONVEYOR	Open	17,453.40	11/5/2018	1/24/2
1004	Master Job from SQ# 1004	Selangorian Ltd.	20000			Open	0.00	1/24/2019	1/24/2
1004-01	Sub Job For SQ No. 1004	Conveyor	20000	Resource	CONVEYOR	Open	16,584.63	5/9/2018	1/24/2
1004-02	Master Job from SQ# 1004	Conveyor	20000	Resource	CONVEYOR	Open	0.00	10/15/2018	1/24/2
1004-02-CO-01	Change Order No. 1004-02-...	Modification to specs for fr...	20000	Item	1100	Open	4,000.00		1/24/2
1004-03	TISUV Chev Fascia Lwr Rein...	Enter more Description Here	20000	Resource	SERVICE	Open	0.00	12/19/2018	1/24/2
1004-04	TISUV Chev Fascia Lwr Rein...	More Description can be en...	20000	Resource	CONVEYOR	Open	18,763.83		1/24/2
1005	Master Job from SQ# 1005	John Haddock Insurance Co.	30000			Open	0.00	1/24/2019	1/24/2
1005-01	Sub Job For SQ No. 1005	Finished Good #101 JM	30000	Item	FG101JM	Open	25,000.00	12/1/2018	1/24/2
1005-02	Master Job from SQ# 1005	Finished Good #101 JM	30000	Item	FG101JM	Open	26,450.00	12/14/2018	1/24/2
1007	Master Job from SQ# 1007	The Cannon Group PLC	10000			Open	0.00	1/24/2019	1/24/2
1007-01	Sub Job For SQ No. 1007	Conveyor	10000	Resource	CONVEYOR	Open	17,662.00	11/6/2018	1/24/2
1008	Master Job from SQ# 1008	Selangorian Ltd.	20000			Open	0.00	1/24/2019	1/24/2
1008-01	Sub Job For SQ No. 1008	Service (3) - Job	20000	Resource	SERVICE	Open	14,787.58	12/19/2018	1/24/2
1011	Master Job from SQ# 1011	Selangorian Ltd.	20000			Open	0.00	9/8/2019	9/8/20
1011-01	Sub Job For SQ No. 1011	Custom Air System	20000	Resource	AIR SYSTEM	Open	17,512.00	6/24/2019	9/8/20
1011-02	Master Job from SQ# 1011	Custom Air System	20000	Resource	AIR SYSTEM	Open	0.00	6/23/2019	9/8/20
1012	Master Job from SQ# 1012	Selangorian Ltd.	20000			Open	0.00	9/8/2019	9/8/20
1012-01	Sub Job For SQ No. 1012	Custom Air System	20000	Resource	AIR SYSTEM	Open	17,978.40	6/23/2019	9/8/20
1013	Master Job from SQ# 1013	The Cannon Group PLC	10000			Open	0.00	9/8/2019	9/8/20
1013-01	Sub Job For SQ No. 1013	Conveyor	10000	Resource	CONVEYOR	Open	16,828.80	6/24/2019	9/8/20
3000	Master Project	Large Service Project	10000	Resource		Open	0.00		
3000-01	Master Project	Service	10000	Resource	SERVICE	Open	10,500.00	5/29/2019	6/30/2
3001	Project 3001		10000	Resource		Open	0.00		
3001-01	Project 3001	Finished Good #101 JM	10000	Item	FG101JM	Open	0.00	4/11/2018	5/18/2

Job Budgets

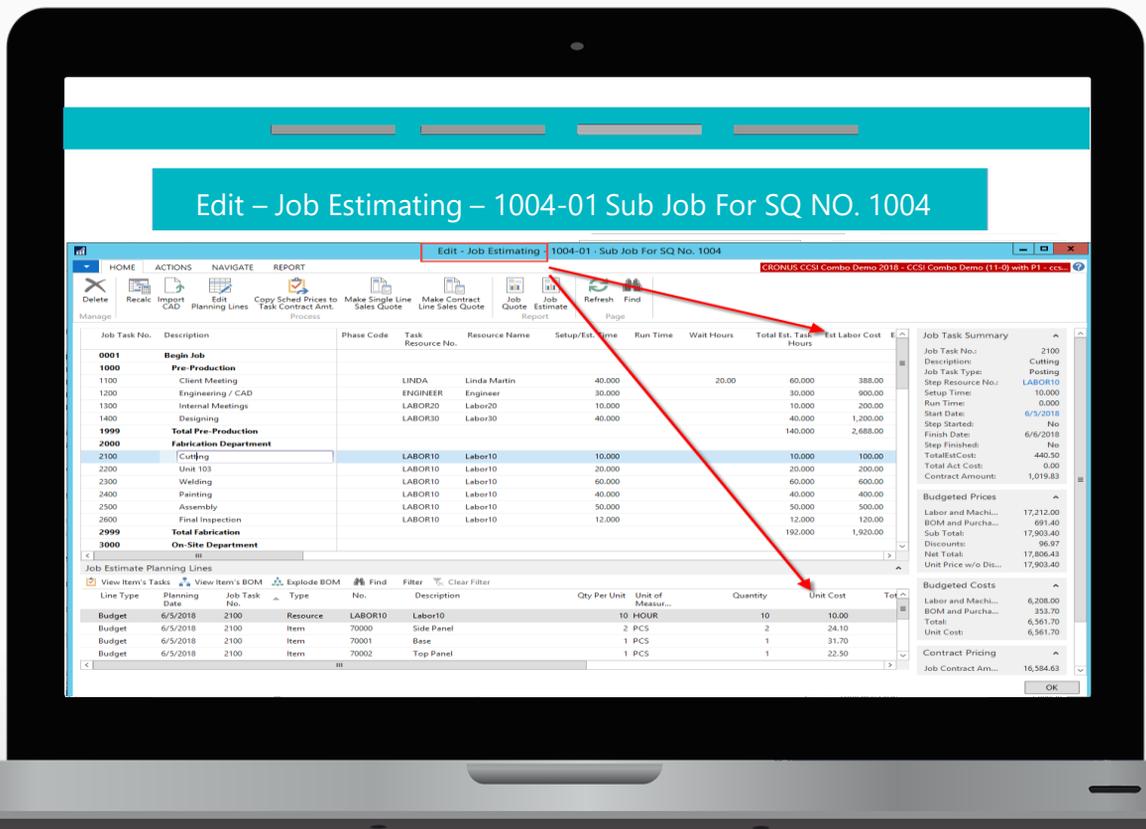
Job Contract Amount: 16,584.63
 Total Task Contract Amt: 16,584.63
 Planned Billable Amt: 7,744.00
 Total SO Amt: 17,356.43
 Shop Labor Hours: 392.00
 Field Labor Hours: 0.00
 Machine Hours: 0.00
 Shop Labor Cost: 6,008.00
 Field Labor Cost: 0.00
 Machine Cost: 0.00
 Expense: 0.00
 Material Cost: 353.70
 Outside Processing: 0.00
 Overhead Cost: 0.00
 Misc Cost: 0.00
 Transport: 0.00
 Subjob: 0.00
 Total Est. Cost: 6,561.70

Job Actuals

Revenue: 2,810.40
 Shop Labor Hours: 28.00
 Field Labor Hours: 0.00
 Machine Hours: 0.00
 Shop Labor Cost: 1,454.00
 Field Labor Cost: 0.00
 Machine Cost: 0.00
 Expense: 0.00
 Material Cost: 206.50
 Outside Processing: 0.00
 Overhead Cost: 0.00
 Misc Cost: 0.00
 Transport: 0.00
 Subjob: 0.00
 Total Act. Cost: 1,660.50

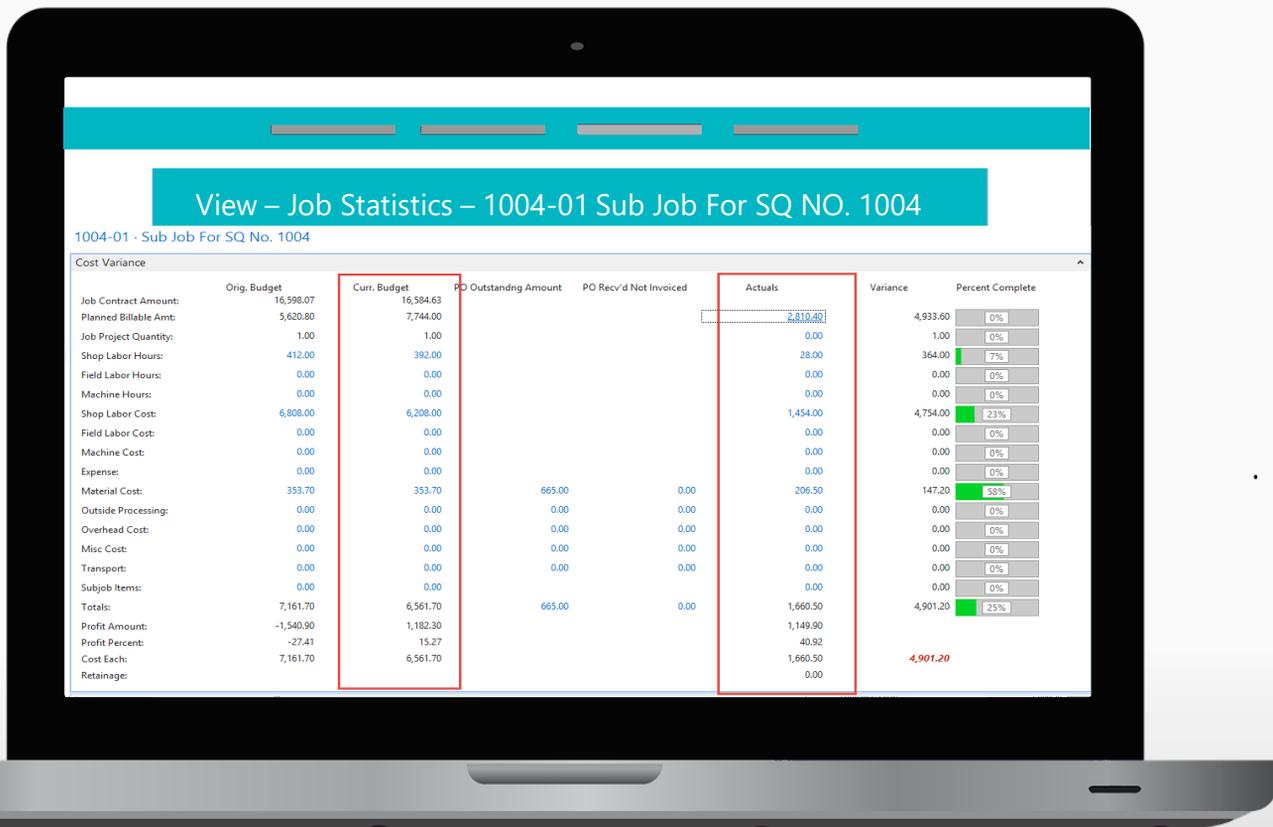
Think of the Results First:

Job Estimated Cost Calculated in Real Time:



Think of the Results First:

Job Statistics in Real Time: (Budget v. Actual)

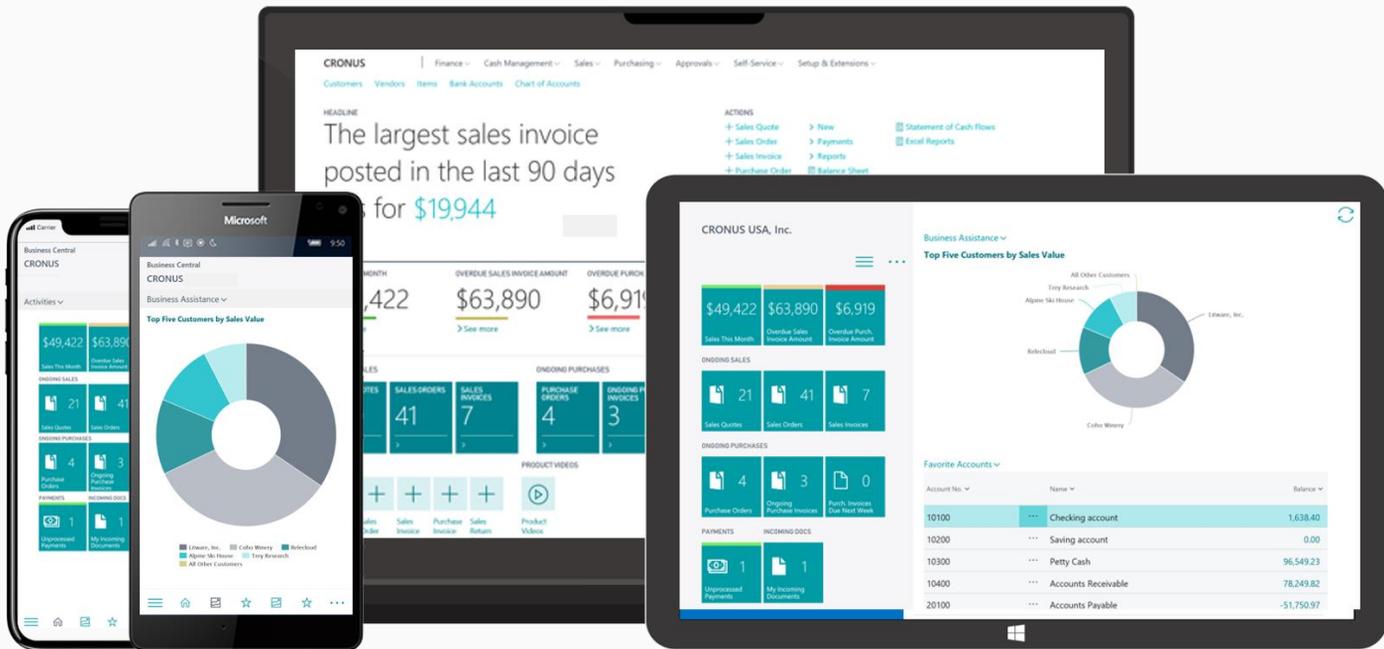


Notice above you also have:

- Original Budget
- View to Purchase Order Outstanding (Committed Cost)
- PO Received, Not Invoiced
- Variance and Percent Complete
- Job to Date profitability

Business Central for Job Shops

A complete activity based costing solution.



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