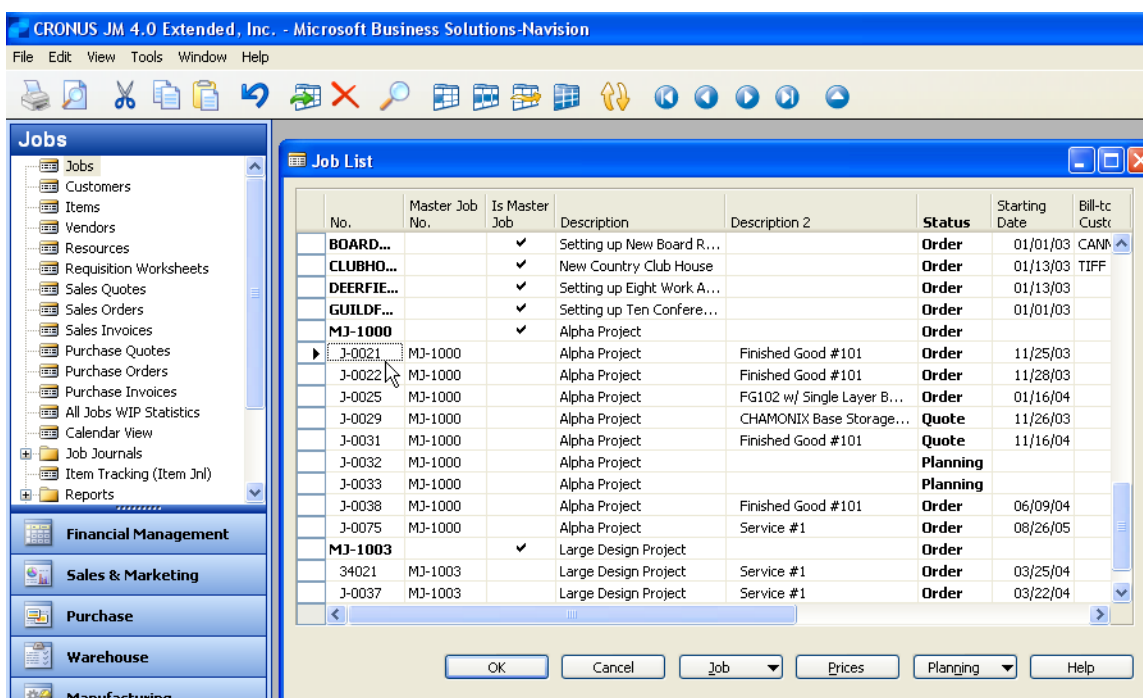


Job Manager for Job Shops

What makes Job Shops unique? First, most orders are for a unique item or service. No two Jobs are alike. The “Job” is a one of a kind job, not a mass production type job. Mass Production oriented software will not work for your business. You are much more selling a “Service” than a “Product”. However, you still need to consume the Raw Materials used and track the Labor Hours used! You need software designed for a “Job Shop”. (Engineer to Order, Assemble to Order, or Make to Order)

The “Job Manager” is ideal. You have: Labor Cost Tracking, Subcontract Costs, and Raw Material consumption and replenishment. Here is a sample list of “Jobs” in the shop. Notice the “Status” and “Starting Date” on each Job.



The screenshot displays the CRONUS JM 4.0 Extended software interface. The main window is titled "Job List" and contains a table with the following columns: No., Master Job No., Is Master Job, Description, Description 2, Status, Starting Date, and Bill-to Cust. The table lists various jobs, including master jobs and sub-jobs. The status of each job is indicated, such as "Order", "Quote", or "Planning".

No.	Master Job No.	Is Master Job	Description	Description 2	Status	Starting Date	Bill-to Cust
BOARD...		✓	Setting up New Board R...		Order	01/01/03	CANN
CLUBHO...		✓	New Country Club House		Order	01/13/03	TIFF
DEERFIE...		✓	Setting up Eight Work A...		Order	01/13/03	
GUILDF...		✓	Setting up Ten Confere...		Order	01/01/03	
MJ-1000		✓	Alpha Project		Order		
J-0021	MJ-1000		Alpha Project	Finished Good #101	Order	11/25/03	
J-0022	MJ-1000		Alpha Project	Finished Good #101	Order	11/28/03	
J-0025	MJ-1000		Alpha Project	FG102 w/ Single Layer B...	Order	01/16/04	
J-0029	MJ-1000		Alpha Project	CHAMONIX Base Storage...	Quote	11/26/03	
J-0031	MJ-1000		Alpha Project	Finished Good #101	Quote	11/16/04	
J-0032	MJ-1000		Alpha Project		Planning		
J-0033	MJ-1000		Alpha Project		Planning		
J-0038	MJ-1000		Alpha Project	Finished Good #101	Order	06/09/04	
J-0075	MJ-1000		Alpha Project	Service #1	Order	08/26/05	
MJ-1003		✓	Large Design Project		Order		
34021	MJ-1003		Large Design Project	Service #1	Order	03/25/04	
J-0037	MJ-1003		Large Design Project	Service #1	Order	03/22/04	

Job Profitability is your key to success. Having full insight into every aspect of your business, including each and every job, is how you will have information to make business decisions that drive profitability. Job Manager for Microsoft-Dynamics NAV (Navision) provides your organization with real time reporting on costs before, during, and after a Job is complete. Job Manager is a classic “Activity Based Costing” tool. If your objective is to track and compare Estimated Cost to Actual Cost, at any point in the job, Job Manager is your solution.

Job Manager for Navision is a total solution that gives you “the best of both worlds”, namely, an industry specific solution and a complete ERP back end. It is completely built in the leading technology of Microsoft which fully leverages the Microsoft User Interface shown above.

You will have confidence that from the time the Job is setup to the time the Job is closed you can access, in detail, every cost posting allocated to your Job.

With each job or project having a different set of specifications and requirements, the information on job profitability becomes the key element to generating consistent bottom line profits.

Revenue – Cost = Profit

This formula seems so simple, but tracking your Job-To-Date Cost is difficult. Job Manager’s focus is to gather all the costs and organize them in a manageable format.

Each Job will start with 6 Basic Cost Categories: Labor, Machine, Material, Outside Processing, Overhead, or Misc. As the screen below shows you will be able to compare your Estimated Costs to your Actual Costs and see both a Dollar Variance and a Graphical Percent Complete per Cost Category. (Read left to right)

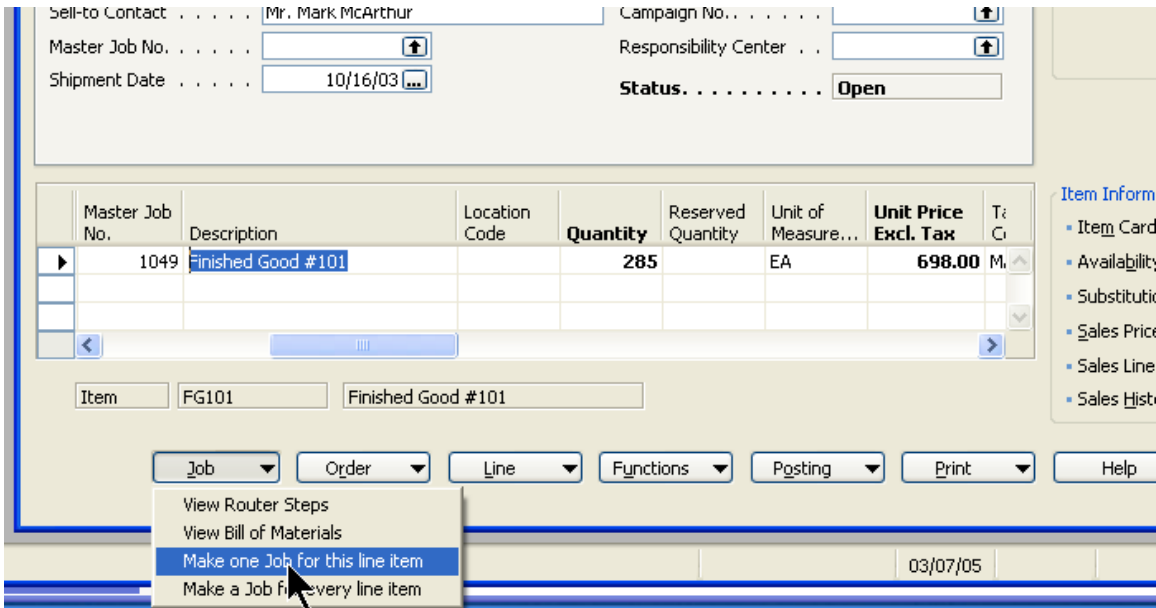
	Estimated	PO Outstanding Amount	PO Recv'd Not Invoiced	Actuals	Variance	Percent Complete
Revenue	87,391.10			22,800.00	64,591.10	26%
Job Project Quantity .	100.00			49.00	51.00	49%
Labor Hours	52.70			69.25	-16.55	100%
Machine Hours	31.42			0.00	31.42	0%
Labor Cost.	1,038.00			1,141.26	-103.26	100%
Machine Cost	427.75			0.00	427.75	0%
Material Cost	41,523.80	1,901.40	0.00	32,479.31	9,044.49	76%
Outside Processing . .	2,000.00	1,350.00	0.00	0.00	2,000.00	0%
Overhead Cost	50.00	0.00	0.00	0.00	50.00	0%
Misc Cost	300.00	0.00	0.00	0.00	300.00	0%
Totals	45,339.55	3,251.40	0.00	33,620.57	11,718.98	74%
Profit Amount	42,051.55			-10,820.57		
Profit Percent	48.12			-47.46		
Cost Each	453.40			686.13	-232.74	74.15

Notice above the Revenue information too. Revenue – Cost = Profit. Margin and Cost Each are also displayed. (Read top to bottom)

Notice the Job is 74% Complete, but they have gone over budget on the Labor Cost Category. All fields are “Drill Down” fields that take you to the source entries.

The Job Manager uses Navision's Job Ledger to hold all the actual cost transactions. You will know exactly Who, What, When, and Where costs were posted to your Job.

For "Make to Order" type of businesses, the entire Job can be setup from the Order Entry Screen. Notice the "Make one Job for this line item" option below.



You can also add new Jobs from the Customer Card, or directly on the Job Card.

The Customer, Product to be Produced, Quantities, Ship Dates, and Special Instructions all comes into the Job Header automatically when this Job is generated. The pre-defined BOM and Router are also copied to the Job's BOM and Router. Hence, demand is created for raw materials and labor hours. The default BOM and Router can be easily edited on a job by job bases for those companies that always build from scratch.

Raw Materials shortages will generate procurement.

Labor Hour demand will be compared to Capacities.

The Job Manager can be a full Project Costing system too. The Job Manager enables you to group multiple Jobs (Sub-Jobs/Sales Orders) (Details) under a single Master Job (Project). A Master Job is the Customer's Project and the Sub-Jobs are the individual Cost Elements that need to be tracked in detail.

No.	Master Job No.	Is Master Job	Description	Description 2	Status	Starting Date
MJ-1004		✓	Landscaping Developm...	The Landings Office Co...	Order	
J-0059	MJ-1004		Landscaping Developm...	Side Panel	Order	02/21/03
J-0068	MJ-1004		Landscaping Developm...	Finished Good #101	Planning	04/21/04
J-0069	MJ-1004		Landscaping Developm...	Finished Good #101	Order	08/18/03
MJ-1005		✓	Master Job from SO# 1...	John Haddock Insuranc...	Order	01/13/03
J-0047	MJ-1005		Master Job from SO# 1...	Housing LS-100,Oakwood...	Order	01/13/03
J-0052	MJ-1005		Master Job from SO# 1...	Finished Good #101	Order	01/27/03
J-0056	MJ-1005		Master Job from SO# 1...	Finished Good #101	Order	02/13/03
MJ-1006		✓	Master Job from SO# 1...	The Cannon Group, PC.	Order	01/13/03
J-0066	MJ-1006		Master Job from SO# 1...	Finished Good #2	Planning	02/21/03
MJ-1007		✓	Master Job from SO# 1...	Deerfield Graphics Com...	Order	04/04/03
J-0060	MJ-1007		Master Job from SO# 1...	Finished Good #101	Order	06/13/03
J-0061	MJ-1007		Master Job from SO# 1...	Service Project 1	Planning	06/16/03
J-0062	MJ-1007		Master Job from SO# 1...	Finished Good #101	Order	06/17/03
M-DEER...		✓	Deerfield Master Job	Deerfield Master Job	Order	
DEERFIE...	M-DEERF...		Setting up Eight Work A...		Order	01/15/01
J-0055	M-DEERF...		Deerfield Master Job	Project Item	Order	06/26/03
J-0057	M-DEERF...		Deerfield Master Job	Finished Good #101	Order	03/27/03

Within each Job we separate: Labor, Machine, Material, Outside Processing, Overhead, and Misc. Your next level of Cost Allocation is down to the individual activities (steps) of the Job. (Grinding, Polishing, Installing, Painting, Welding, Printing...) You define the level of detail and sequence of the work. What are your codes?

Step No.	Phase Code	Phase Description	Task Code	Task Description	Step Resource No.	Resource's Cost Category	Resource Name	Setup Time	Run Time	Units/t
10	PROD	Production Dept	GRIND	Grinding	LIFT	Machine	Lift for Furniture	24.000	0.0333	
20	PROD	Production Dept	PAINT	Painting	LABOR 15	Labor	Labor 15	1.000	0.200	
30	QC	Quality Control ...	POLISH	Polishing	DP8	Machine	Drill Press #8	2.000	0.0125	
40	ENG	Engineering Dept	DESIGN	Designing	LABOR 15	Labor	Labor 15	0.750	0.400	
50	PROD	Production Dept	PACK	Packaging	LABOR 20	Labor	labor 20	0.500	0.300	
60	PROD	Production Dept	GRIND	Grinding	HT	Outside Pro...	Heat Treat	8.000	0.000	
100	PROD	Production Dept	POLISH	Polishing	DP9	Machine	Drill Press #8	0.300	0.400	

	BOM	Router	Totals	Amt. Each
Estimated Cost	41,683.60	3,321.80	45,005.40	450.05
Estimated Price	81,760.00	17,922.65	99,682.65	996.83

Total Contract ...	89,518.75
Contract Unit P...	895.19

Features:

- Schedule and Re-Schedule as needed.
- Full Work in Process Accounting (WIP)
- Material Demand is generated from the Job Budget. Optionally you can purchase materials specific to this Job directly for the Job’s Budget window.
- The Router automatically calculates the Labor Cost and Machine Cost.
- The Router holds the Job Schedule too.
- Planning Jobs (Estimate Jobs) can have both Estimated Cost and Estimated Price. From a Planning Job, a Navision Sales Quote is generated for the customer’s approval.
- Transaction Entries may be viewed individually, by Step No., by Job, or by Phase Code.
- Keep Job History for future reference.
- Copy a New Job’s Estimate from an past Job’s Estimate.
- Job Cost is completely integrated with Sales and Marketing, Purchases, Inventory, Payroll, and General Ledger.

Benefits:

- Know where your costs are on every Job, every minute of the day.
- See Cost at the Job Level, Task Level, or Transaction Level
- Let the system tell you what Materials to purchase based on the Bill of Materials.
- No “Interfacing” with any other software. Job Manager is “embedded” within Navision.
- Leverages Microsoft’s world renowned Office Interface for easier training.
- Incorporates Microsoft technologies providing for integration beyond just ERP
- Easy Access to all the details from the Summary. (Drill Downs)
- Job Manager provides an easy way to manage resources, and track the status of production jobs by monitoring dates, activities, material requirements, and subcontractor activities within a single integrated system.

You are a Job Shop! Don’t buy software for Mass Production.

<i>Job Shops</i>	<i>Mass Production Operations</i>
Make to order	Build to stock
No finished goods inventories	Finished goods inventories/SKU’s
Different products	Standard products

Sell to other companies	Sell to distributors or end users
Customer order driven	MRP demand forecast driven
Bid on RFQ's to get work	No RFQ's
Estimating is critical	Standard costing
Customer pricing (quotes)	Market pricing
Lead time required	Fill orders from finished goods inventory
Many schedule changes	Few schedule changes
Set ups/changeovers frequent	Set ups/changeovers less frequent
Direct contact with customer	Indirect contact with remote customer
Smaller companies	Larger companies
Owner managed	Professionally managed
Variable overhead allocation	Labor-based overhead allocation
Variable volume	More stable volume
Order backlog is good	Order backlog is bad (stockouts)
More dynamic	More static
More skilled labor (variable tasks)	Less skilled labor (repetitive tasks)

Dynamic scheduling	Static scheduling
Shorter runs	Longer runs
Improve by reducing lead time	Improve by reducing inventories

We also have software designed for:

Machine Shops, Metal Fabrication Shops, Custom Machine Mfg, Maintenance and Repair Shops, Custom Packaging, Furniture and Cabinets, Electronic Assemblers, Motors and Pumps, Print Shops, Plastic Processors, Vehicle Converters, Production Studios, Service and Repair Shops, Subcontractors, Niche Product Mfg., Computer Installers, Equipment Refurbishing, or Project Costing and Tracking Companies.