

## “Job Manager” for Remanufacturing

What makes Remanufacturing unique? First, most remanufactures are repairing other peoples products. The “Jobs” are repair type jobs, not production type jobs. Mass Production oriented software will not work. You sell a “Service” not a “Product”, but you do consume the Raw Materials! You are tracking the cost to repair the item! You need software designed for a “Job Shop”.

The “Job Manager” is ideal for remanufacturing; Quick Turns, Labor Cost Tracking, and Raw Material consumption and replenishment. Here is a list of “Service Jobs” in the shop. Notice the Status column and the Starting Date column.

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 Custc. The table lists various jobs, including master jobs like BOARD..., CLUBHO..., DEERFIE..., GUILDF..., MJ-1000, and MJ-1003, and sub-jobs under MJ-1000. The status of jobs varies, including Order, Quote, and Planning. The starting dates range from 01/01/03 to 03/22/04.

No.	Master Job No.	Is Master Job	Description	Description 2	Status	Starting Date	Bill-to Custc
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 the only way you will have the information to make the business decisions that will drive profitability. Job Manager for Microsoft-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 cycle, Job Manager is your solution.

Together, Job Manager and Microsoft Navision is a total solution that gives you “the best of both worlds”, namely, an industry specific solution that is built on the leading technology of Microsoft.

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 your Job-To-Date Cost is difficult. Job Manager’s focus is to gather all the Job’s Cost 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.

	Estimated	PO Outstanding Amount	PO Recy'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.

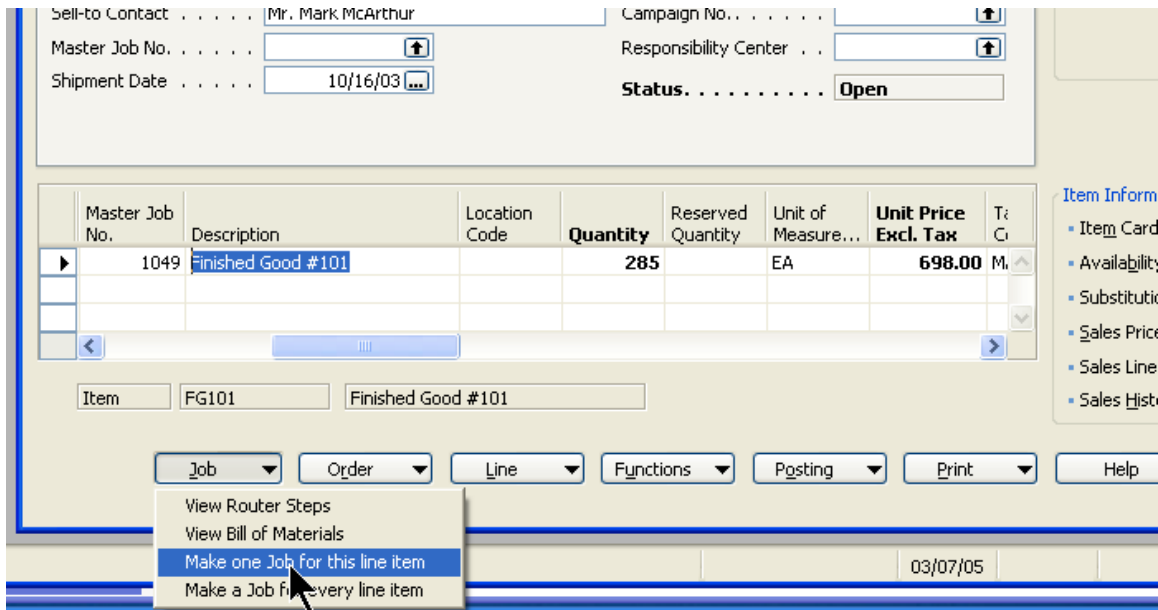
Notice the Job is 74% Complete, but they have gone over budget on the Labor Cost Category. All fields are “Drill Down” fields that take you to the source entries.

Performance can be further broken down into user defined Phases and/or by Tasks. (not shown). This extra cost control view is provided with a detailed Router that is also used

to assist the scheduling process.

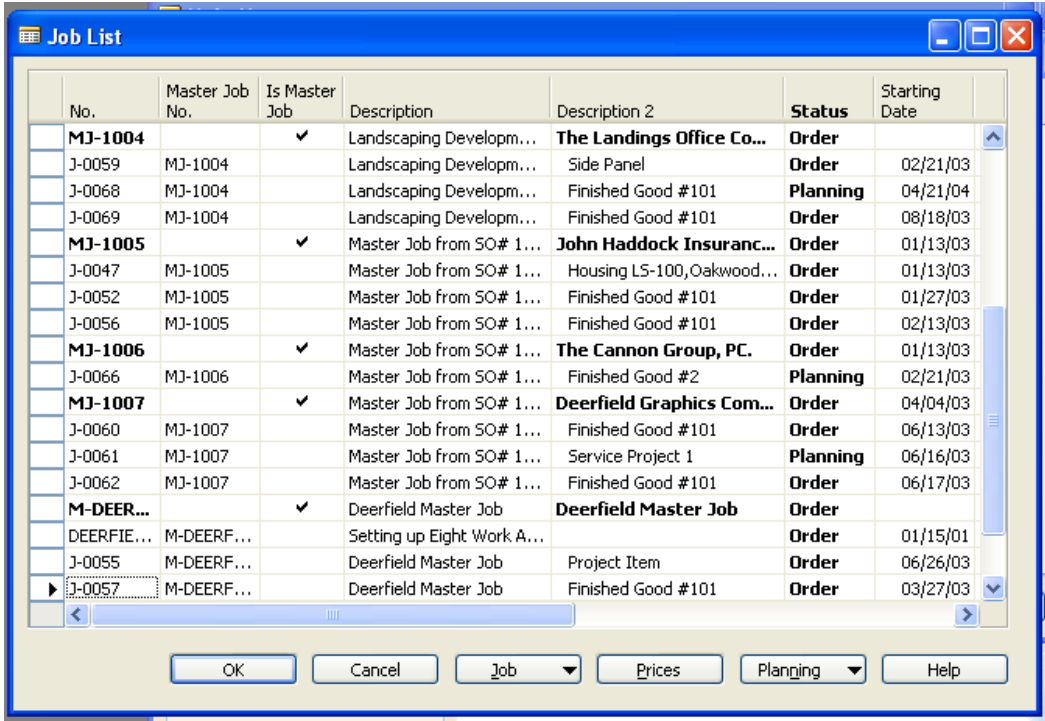
The Job Manager uses Navision's Job Ledger to hold all the actual cost transactions. You will know exactly Who, What, When, and Where costs were posted to your Job.

For "Make to Order" type of businesses, the entire Job can be setup from the Order Entry Screen.

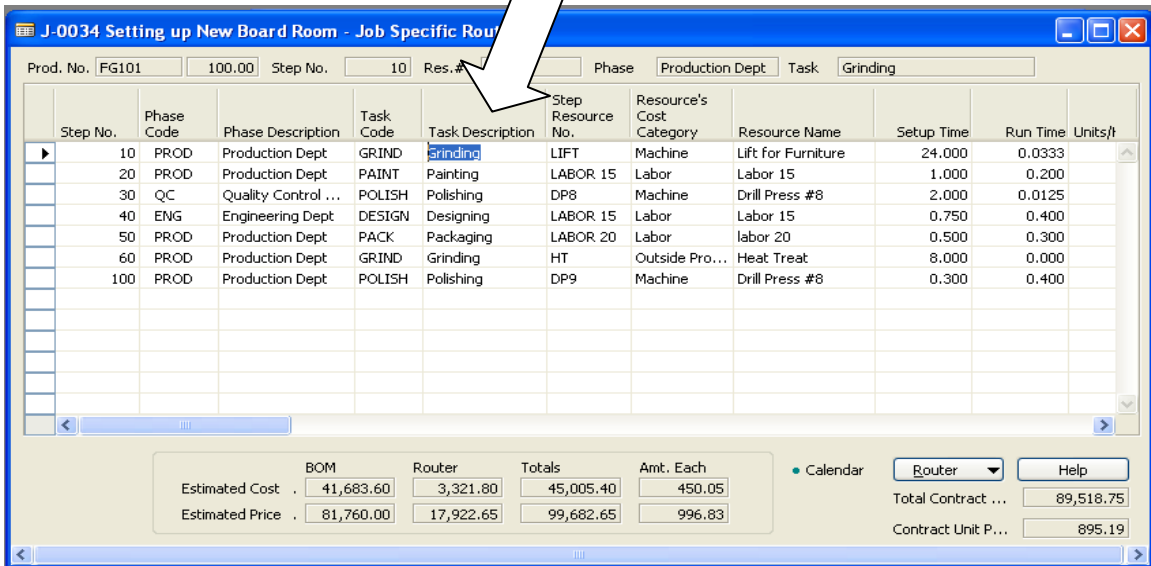


The Customer, Product to be Repaired, Quantities, Ship Dates, and Special Instructions all comes into the Job Header automatically when this Job is generated. The pre-defined BOM and Router are also copied to the Job's BOM and Router. Hence, demand is created for materials and labor.

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



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) (cost codes) of the Job. (Grinding, Polishing, Installing, Painting, Welding, Printing...) You define the level of detail and sequence of the work.



**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 calculates the Labor Cost and Machine Cost.
- The Router holds the Job Schedule.
- Planning Jobs (Estimate Jobs) can have both Estimated Cost and Estimated Price. From this planning Job a Sales Quote is generated to be sent to the customer.
- Transaction Entries may be viewed individually, by Step No., by Job, by Phase Code, or by Task Code.
- Keep Job History for future reference.
- Copy a New Job's Estimate from an existing 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, Step Level, Phase, Task, or Transaction Level
- Let the system tell you what Materials are needed based on the BOM..
- No "Interfacing" with any other software. Written entirely 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.

**We also have software designed for:**

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

**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

<b>Owner managed</b>	<b>Professionally managed</b>
<b>Variable overhead allocation</b>	<b>Labor-based overhead allocation</b>
<b>Variable volume</b>	<b>More stable volume</b>
<b>Order backlog is good</b>	<b>Order backlog is bad (stockouts)</b>
<b>More dynamic</b>	<b>More static</b>
<b>More skilled labor (variable tasks)</b>	<b>Less skilled labor (repetitive tasks)</b>
<b>Dynamic scheduling</b>	<b>Static scheduling</b>
<b>Shorter runs</b>	<b>Longer runs</b>
<b>Improve by reducing lead time</b>	<b>Improve by reducing inventories</b>