

3 Simple Steps to Automate Your Quoting

Global Edge[®] 2020 – Automated Quoting
The Power to Succeed in a Global Market

www.idcglobal.com

1

Automated CAD Drawing Analysis

2

Automated Routing Generation

3

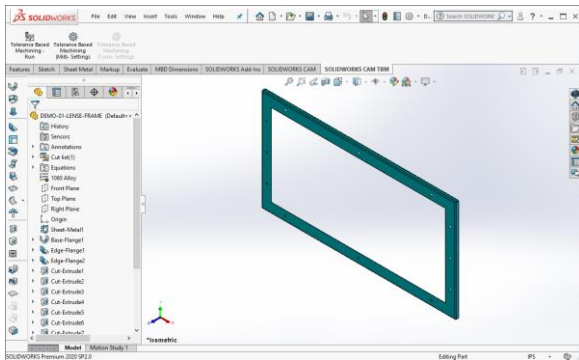
Automated Quote Cost Rollups

Learn More ...

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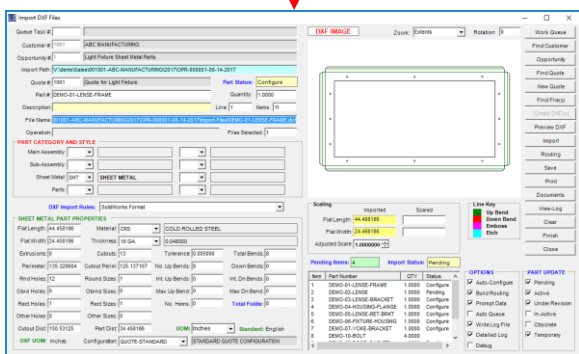
1

Automated CAD Drawing Analysis



Part Parameters

- Flat Length / Width / Perimeter
- Part Weight / Part Volume
- Material / Thickness
- Number of Cutouts
- Cutout Perimeter
- Round Hole Counts / Sizes
- Obround Hole Counts / Sizes
- Rectangular Hole Counts / Sizes
- Other Hole Counts / Sizes
- Bend Counts (Up / Down)
- Internal Bend Counts (Up / Down)
- Total Bends / Total Folds
- Cutout / Part Distance



Global Edge generates the necessary part file parameters to automatically generate routings for each quoted CAD part / drawing.

Global Edge 2020 Automated Quoting

automatically processes incoming customer 3D CAD models / drawing files and analyzes these files to generate complete part parameters in a matter of seconds, which eliminates the manual analysis for the purposes of speeding up the quoting process and improving accuracy.

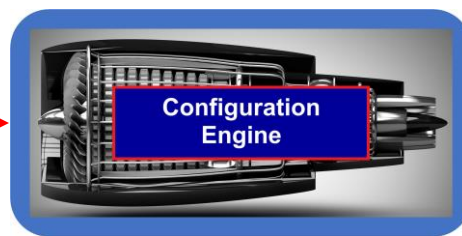
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Automated Routing Generation

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Global Edge incorporates an easy to setup configuration engine that automatically generates optimal routings based on cost and/or delivery time in accordance to the capabilities of your shop floor machine tools.

Global Edge 2020 Automated Quoting provides the capability to automatically process CAD part parameters or optionally parameters from existing quoting spreadsheets.

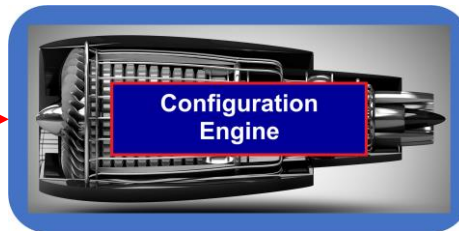
Automatically Determines Best Route to Fabricate Part

PART A	PART B	PART C
SHEAR	LASER	PUNCH-PART
PUNCH-PART	PANEL-BEND-FORM	DEBURR-HAND
DEBURR-AUTO	GRAIN	ROLLFORM
FORM	INSTALL-PEM-STUD	VIBRA-DEBURR
HEM-AND-FLATTEN	TIG-WELD	RIVET
INSTALL-PEM-NUTS	JITTERBUG	SCREW
MIG-WELD	PAINT	GRIND
GRIND	FINAL-INSPECT	GRAIN
FINAL-INSPECT	PACKAGE	OUTSOURCE-PAINT
PACKAGE		FINAL-INSPECT
		PACKAGE

3 Simple Steps to Automate Your Quoting

3

Automated Quote Cost Rollups



Latest Costs from ERP

LOGIC DESIGN PRICE QUOTATION

1000 West Product Avenue
P.O. Box 1044
Productionville, WI 53555
Phone: 262-465-1000 Fax: 262-465-1013
www.logicnet.com

DATE: 08/11/2010

QUOTE # 1001 REV# 0403200 QUOTE DATE 08/11/2010 SALES REP Robert Smith

QTY QUOTED	UOM	PART #	DESCRIPTION	TAX	UNIT QUOTE	EXTENDED
1.000	each	DEMO-01-LENSE FRAME	LIGHT FIXTURE LENSE FRAME	N	14.200	14.20
1.000	each	DEMO-02-LENSE	LIGHT FIXTURE LENSE	N	28.200	28.20
1.000	each	DEMO-03-LENSE BRACKET	LIGHT FIXTURE LENSE BRACKET	N	11.600	11.60
1.000	each	DEMO-04-ROUNDEL FLANGE	LIGHT FIXTURE HOUSING FLANGE	N	4.100	4.10
1.000	each	DEMO-05-LENSE RET BRKT	LIGHT FIXTURE LENSE RETAINING BRACKET	N	9.90	9.90
1.000	each	DEMO-06-FIXTURE HOUSING	LIGHT FIXTURE HOUSING	N	22.400	22.40
1.000	each	DEMO-07-YOKE BRACKET	LIGHT FIXTURE YOKE BRACKET	N	7.800	7.80
4.000	each	DEMO-08-BOLT	LIGHT FIXTURE BOLT	N	3.800	15.20
1.000	each	DEMO-09-DOOR GASKET	LIGHT FIXTURE DOOR GASKET	N	15.000	15.00
2.000	each	DEMO-10-FRAME CHANNEL	LIGHT FIXTURE FRAME CHANNEL	N	7.700	15.40
4.000	each	DEMO-11-NUT	LIGHT FIXTURE NUT	N	3.200	12.80
** PAYMENT SCHEDULE **					QUOTE SUB-TOTAL	108.80
					SALES TAX	25.80
					QUOTE TOTAL	134.60

SEQ #	ROUTING	ROUTING DESCRIPTION	TYPE	SET UP COST	PROC. COST	MACH.#	MACH.REF	TRANS #
1	SHEAR	Sheet Metal Shear Operation	Process	\$13.75	\$0.5300	1109	SHEAR-1109	2430
2	LASER-CUT	Laser Cut Operation	Process	\$14.00	\$2.0083	1123	LASER-1123	2431
3	PANELBEND	Panel Bender Bending Operation	Process	\$12.00	\$1.2000	1009	PANEL-1009	2432
4	INSTALL-PEM-NUTS	Install Pem Nuts	Process	\$17.50	\$0.5000	1110	PRESS-1110	2433
5	INSTALL-PEM-STUDS	Install Pem Studs	Process	\$17.50	\$0.5000	1110	PRESS-1110	2434
6	TIG-WELD	TIG Weld	Process	\$22.50	\$1.8000	1112	WELD-1112	2435
7	DEBURR	Deburring Operation	Process	\$9.00	\$3.4488	1108	POLISH-1	2436
8	SIAND-PAINT-PRP	Sand / Paint / Preparation Operation	Process	\$6.00	\$0.8391	1086	PAINT-1086	2437
9	WASHING	Washing Operation	Process	\$3.75	\$0.3500	1077	PAINT-1077	2438
10	WASHING	Washing Operation	Process	\$3.75	\$0.2500	1082	WASH-1082	2439
11	PAINTING	Painting Operation	Process	\$6.00	\$1.6782	1084	PAINT-1084	2440
12	CURING	Curing Operation	Process	\$6.25	\$1.2000	1089	OVEN-1089	2441
13	ASSEMBLY	Assembly Operation	Process	\$12.50	\$1.0000	1094	ASSM-1094	2442
14	RIVET	Riveting Operation	Process	\$12.50	\$0.6667	1119	ASSM-1119	2443
15	GENERAL-LABOR	General Labor Operation	Process	\$12.50	\$1.1111	1125	LABOR-1125	2444
16	FINAL-INSPECT	Final Inspection Operation	Process	\$8.75	\$0.4667	1099	INSPECT--	2445
17	PACKAGE	Package Operation	Process	\$8.75	\$0.4118	1099	INSPECT--	2446
18	SHIPPING	Shipping Operation	Process	\$5.25	\$0.2231	1104	SHIP-1104	2447

Global Edge 2020 Automated Quoting generates accurate and timely sales quotes for simple to complex products in a matter of minutes.

Global Edge generates accurate and complete quote cost rollups based on actual "real-time" material and production costs.

Global Edge[®] 2020 – Automated Quoting

The Power to Succeed in a Global Market

Global Edge[®] 2020 – Automated Quoting is the premier quoting and product configuration system for the metal fabrication industry including engineered to order and custom products. **Global Edge** helps ensure that your sales quotes are both accurate and deliver profitable orders for your company. **Global Edge** is an affordable “**Out-of-the-Box**” software solution that has been successfully implemented at manufacturing companies that range from small to Fortune 500 and easily adapts to a wide range of products.



Stay Ahead of Your Competition ...

- ✓ Maximize Your Sales Opportunities
- ✓ Increase Your Quoting Capacity / Profit Margin
- ✓ Rapid Implementation / Return On Investment
- ✓ Reduces Dependency on Tribal Quoting Knowledge
- ✓ Works with Your Existing Spreadsheets / Software
- ✓ Affordable, Easy-to-Learn & Implement

To learn more how **Global Edge 2020 Automated Quoting** can increase your quoting capacity and profit margin, please visit our website to schedule an online demonstration:

www.ldcglobal.com

Real World Results & Successes ...



*“Without the **Global Edge** – Product Configurator, we would need to create hundreds of bill of materials (the list of damper components), which requires hundreds of engineering and clerical hours to create and maintain. Orders that once took up to four hours are now processed within 20 seconds.”*

Steve Yoder, Damper Cell Manager
Johnson Controls – Watertown, Wisconsin



TDK-Lambda AMERICAS

*“Within one year of implementing **Global Edge** the time from order entry to shipment of customer power supplies decreased from four months to three weeks.”*

John Garcia, V.P. Engineering
Lambda Electronics, Inc. – Melville, New York