



**Quoting Steps**

| Common Quoting Steps                         | Your Quoting Steps | Avg. Minutes |
|--|--------------------|--------------|
| Organize / Store RFQ Information (01):       | -                  |              |
| Customer Part Drawing Preparation (02):      | -                  |              |
| Customer Part Analysis (03):                 | -                  |              |
| Determine Routing Steps / Time / Costs (04): | -                  |              |
| Calculate Material / Vendor Costs (05):      | -                  |              |
| Generate Part Bill of Materials (06):        | -                  |              |
| Configure / Generate Quote Drawings (07):    | -                  |              |
| Sales Quote Approval (08):                   | -                  |              |
| Integrate Quote Data with ERP / CRM (09):    | -                  |              |
| (10):  | -                  |              |
|  |                    | <b>0.00</b>  |

**Quoting Part Types**

| Part Type Breakdown - Description | Heading   | Percentage    |
|-----------------------------------|-----------|---------------|
| Simple Part (1):                  | Simple    | 0.00%         |
| Medium Part (2):                  | Medium    | 0.00%         |
| Hard Part (3):                    | Hard      | 0.00%         |
| Very Hard Part (4):               | Very Hard | 0.00%         |
| Extremely Hard Part (5):          | Ext. Hard | 0.00%         |
| OTHER Part (6):                   | OTHER     | 0.00%         |
| <b>REMAINING:</b>                 |           | <b>100.0%</b> |

**Quoting Challenges**

**Quoting Goals**