



Manufacturing Estimates

Create manufacturing estimates for new items. Control costs and markup for fixed and variable cost elements. Integrate estimating with quotes with embedded CRM.

- Create estimates for new items not currently in inventory
- Convert new item estimates to inventoried finished goods and manufacturing bills of material and routings
- Create sales quotes, sales orders, and production orders from approved manufacturing estimates

Key business benefits

- Prepare estimates for existing or custom items. Create a quick summary or detailed estimate using a bill of material structure.
- Create a new estimate by copying or modifying an existing estimate, bill of material, or production order.
- Make multiple revisions of the same estimate while maintaining estimate history. Generate more accurate estimates with labor, material, and overhead costs.

Related resources

- Perfect Quote to Cash with Acumatica > [LEARN MORE](#)
- Role-Based ERP for Manufacturers > [LEARN MORE](#)
- Schedule a Personalized Demo > [LEARN MORE](#)

Begin Every Manufacturing Process with a Fast, Accurate Estimate

Job shops and make-to-order manufacturers define new finished goods by creating a manufacturing estimate based on customer specifications or customer-supplied engineering drawings. Optional PLM and CAD connectors streamline estimate creation by harmonizing engineering bills of material from connected product design application into Acumatica for new part estimates.

Manufacturing estimates can be created from scratch or copied from previous estimates, existing bills of material and routings, or previous production orders. Initiate estimates from the CRM opportunities screen or the manufacturing application. CRM integration empowers companies to manage the complete sales process for custom-manufactured products.

The estimator defines product quantities, component operations, and required tooling costs. Adjust fixed and variable costs, including labor, machine, material, tooling, and overhead. Mark-up estimated cost elements by a percentage or a value. The customer price is rolled up based on the cost elements, markups, and the quantity with one-time costs such as tooling amortized across estimated quantities.

The estimating process provides a total cost by unit with flexibility to adjust costs and prices for both the unit and the estimated total based on the expected quantity to be sold. Send estimate quotes to customers for approval. Quickly convert new items to stock items in inventory for approved quotes. Generic inquiries and reports provide insights into estimate status and details such as conversion rates and estimate accuracy compared with actual production costs.

“The estimating module encompasses everything in one location. We were using a ton of Excel spreadsheets...To be able to say, ‘In the future, I can look up this estimate. I can say this is what it cost to produce this part because it’s linked to the production order. That’s huge. Everything in Acumatica links together.”

—Jake Rowan, CFO, R&I Industries

> CUSTOMER STORIES

Estimate Non-Inventory Items

Estimate items not currently in your inventory. Attach notes, files, and item attributes to the estimate.

Create New Inventory Items

Easily convert non-inventory items to inventory stock or non-stock items. Create inventory items and generate a bill of material from an estimate.

Create Production Orders

Create a production order directly from an estimate.

Sales Integration

Attach an estimate directly to a sales order or an opportunity in Acumatica Customer Management. Create a sales order directly from the estimate.

Flexible Mark-Up

Mark-up material, labor, overhead, and tooling by a percentage or a fixed amount and make final mark-up adjustment to the finished good to improve profits.

Multiple Sites

Easily create estimates from all your company locations.

Optional CAD Connectors

Leverage marketplace CAD connectors to create a bill of material and routing from internally created or customer-provided engineering drawings for new part estimates.

Side Panels

Save time with manufacturing side panels providing direct access to estimate operations, estimates, business accounts, opportunities, sales orders, projects, and project tasks without leaving data entry screens.

Estimate Insights

Leverage role-based dashboards, flexible Generic Inquiries, and reports to monitor estimate status with insights into estimate conversion rates and analysis of estimated versus actual production costs.

The screenshot displays the Acumatica software interface for an Estimate Operation. The top navigation bar includes the Acumatica logo, a search bar, and user information (Revision Two Products, Products Wholesale, 9/17/2020 12:05 PM, admin admin). The left sidebar contains navigation options: Favorites, Data Views, Bills of Material, Product Configurator, Payables, Sales Orders, Purchases, Inventory, Production Orders, Material Requirement..., Estimating, and Integration.

The main content area shows the Estimate Operation details for Estimate ID: AME000001. The details are organized into two columns:

Estimate ID:	AME000001	Fix Labor Cost:	20.00	<input type="checkbox"/> Override
Revision:	A	Var Labor Cost:	2.00	<input type="checkbox"/> Override
Operation Nbr:	0010 - Assembly	Machine Cost:	0.00	<input type="checkbox"/> Override
* Work Center:	WC10	Material Cost:	108.77	<input type="checkbox"/> Override
* Setup Time:	01:00	Tool Cost:	10.00	<input type="checkbox"/> Override
Run Units:	10.00	Fix Overhead Cost:	15.00	<input type="checkbox"/> Override
* Run Time:	01:00	Var Overhead Cost:	0.00	<input type="checkbox"/> Override
Machine Units:	0.00	Subcontract Cost:	0.00	<input type="checkbox"/> Override
* Machine Time:	01:00	Total Cost:	155.77	
* Queue Time:	00:00	Ref. Material Cost:	0.00	

Additional fields include: Backflush Labor (checked), Operation Desc: Assembly.

Below the details is a tabbed interface with tabs for MATERIAL, STEPS, TOOLS, OVERHEAD, and OUTSIDE PROCESS. The MATERIAL tab is active, showing a table of materials:

	Inventory ID	Description	Item Class	Qty Required	*UOM	Unit Cost	Backflush	Warehouse	Scrap Factor	Total Required
>	TAPE	Tape	MFGPU...	180.00	EA	0.50	<input type="checkbox"/>	WHOLESALE	0.000000	180.00
	FILAMENT	24MM Filament	MFGPU...	25.00	EA	0.75	<input type="checkbox"/>	WHOLESALE	0.000000	25.00
	AMBLACK...	Black Dye	MFGPU...	1.00	OZ	0.02	<input type="checkbox"/>	WHOLESALE	0.000000	1.00

ABOUT ACUMATICA

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on [LinkedIn](#).