



## 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

## Multi-Quantity Estimate Worksheets

Manufacturing and sales engineers in job shops and engineer-to-order manufacturing environments use estimate worksheets to create estimates for multiple quantities with varied markups to amortize setup and one-time costs across multiple quantities. Estimates may include labor, material, overhead, subcontracted operations, prototyping, special tooling, and other costs.

## 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.

## Flexible Mark-Up

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

## 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.

## 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 interface for an estimate titled 'AME000017 A - 15mm spur gear'. The interface includes a top navigation bar with the Acumatica logo, a search bar, and user information. A left sidebar contains navigation options like Favorites, Bills of Material, Production Orders, Inventory Planning, Product Configurator, Projects, Sales Orders, Purchases, Inventory, Estimating, and Dashboards. The main content area shows the estimate details, including fields for Estimate ID, Revision, Inventory ID, Item Description, Estimate Class, Item Class, Warehouse, Owner, Engineer, Request Date, Promise Date, Lead Time (Days), Branch, Currency, and various cost elements like Fixed Labor Cost, Var. Labor Cost, Machine Cost, Material Cost, Tool Cost, Fixed Overhead Cost, Var. Overhead Cost, Subcontract Cost, Total Cost, and Ref. Material Cost. Below these details is a table with tabs for OPERATIONS, REFERENCES, IMAGE, DESCRIPTION, HISTORY, TOTALS, and PRICE BREAKS. The PRICE BREAKS tab is active, showing a table with columns for Print, Primary, Order Qty, UOM, Override Lead Time, Lead Time (Days), Unit Price, Total Price, Unit Cost, Total Cost, Fixed Labor Cost, Override Material Cost, Material Cost, Override Overall Markup (%), and Overall Markup (%). The table contains three rows of data representing different quantity and unit price scenarios.

Print	Primary	Order Qty.	UOM	Override Lead Time	Lead Time (Days)	Unit Price	Total Price	Unit Cost	Total Cost	Fixed Labor Cost	Override Material Cost	Material Cost	Override Overall Markup (%)	Overall Markup (%)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	1,000.00	EA	<input checked="" type="checkbox"/>	100	1.56	1,564.56	1.42	1,422.33	16.66	<input type="checkbox"/>	120.00	<input checked="" type="checkbox"/>	10.00
<input checked="" type="checkbox"/>	<input type="checkbox"/>	2,000.00	EA	<input checked="" type="checkbox"/>	100	1.56	3,111.89	1.41	2,828.99	16.66	<input type="checkbox"/>	240.00	<input checked="" type="checkbox"/>	10.00
<input checked="" type="checkbox"/>	<input type="checkbox"/>	5,000.00	EA	<input checked="" type="checkbox"/>	100	1.48	7,399.99	1.41	7,049.99	16.66	<input type="checkbox"/>	600.00	<input type="checkbox"/>	4.96

*Amortize one-time costs and adjust all cost elements for multi-quantity estimates to improve win rates and boost sales.*

## 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](http://www.acumatica.com) or follow us on [LinkedIn](#).