An estimating and quoting system that simply makes your business smarter.
EFI iQuote

EFI iQuote makes estimating a visual “smart” process that maximizes your profit potential on every job. The software explores each path a job can take through your facility, calculating the best layout and the best resources for each job and for each quantity (with an unlimited number of quantities). This smart capability extends to the automated selection of the production technology for each quantity — digital or offset, sheet or web.

iQuote maps your workflow
Unlike any other system, iQuote presents the results of each estimate in an easy-to-read engineering diagram — a detailed map of your workflow. The estimator can quickly and easily review, explore and — if necessary — edit the engineering diagram, with immediate feedback on the impact of any changes. iQuote lets your team make intelligent decisions with instant feedback.

Negotiating profitability
The key to any negotiation process is a solid knowledge of your position. iQuote provides you with more information and an instant “what if” capability, letting you know exactly where you stand!

iQuote delivers a detailed “negotiation” document as the result of the estimating process. This “dynamic” document provides information on all aspects of the production plan including: labor, materials, markups, margins, and suggested selling price. You can explore the impact of a cost increase or a discount with a couple of keystrokes and you’ll set your final price based on a full understanding of how much the job will cost to produce and how much it will add to your bottom line.

Flexibility and power

iQuote is structured enough to enforce standards yet flexible enough to handle reality. It’s designed to produce estimates for all kinds of work, from magazines and direct mail to case-bound books and packaging. The intelligence of the software lets your most experienced estimators and your trainees work at the same level — gathering and protecting your company’s estimating business intelligence in a centralized, shared archive. Unlike any other system, iQuote provides management with multiple levels of feedback on your estimating and quoting processes.

iQuote screenshot - Choosing the type of product to be estimated

iQuote screenshot - Negotiation chart
iQuote — estimating workflow intelligence

**Start Simple:** iQuote does the work...iQuote's job specifications are based on the elements and properties of the finished product — not on the technical processes required to produce it. This keeps the technical decision making where it belongs, in the software.

**Automate Exploration:** iQuote picks the path...iQuote looks at your company’s processes and equipment, calculating the best production path considering all machines, speeds, waste, materials, layouts, activities to be performed and formats to be converted. Every detail of every possible production path is considered with no omissions or selection errors and no skipped steps. iQuote doesn’t let you forget anything.

**Smart Selection:** iQuote narrows the field...iQuote adds up the costs of each workflow path and quantity, presenting you with the most cost-effective choice for each. Each quantity of the final quote can have a unique production path — the most efficient, lowest cost plan wins.

**Choices with Flexibility:** iQuote is both smart and flexible...when estimators need to make different production choices, they can rely on iQuote to show them the difference in cost between the optimal path and the one they’ve chosen, immediately. Instant feedback means smarter decision making on every estimate. A detailed audit trail of edits gives management improved insight into the overall estimating process.

**Work the Print, Win the Job:** iQuote makes the final quote a smart decision... The estimator and/or manager is presented with an opportunity to review and tweak costs, margins and prices with immediate visibility into the impact of their edits.

Automated iQuote Engineering Diagram

![Automated iQuote Engineering Diagram](image-url)
Win jobs with a new profitability confidence

iQuote's workflow model gives your team the structure and information they need to specify, evaluate, adjust and deliver quotes that represent the most efficient production path for every component of the job and for every quantity. Your clients and prospects will appreciate your careful attention to detail and when you win a job, you’ll know its profit potential up front. iQuote will give your business a new Estimating Intelligent Quotient!

EFI fuels success.

From Fiery to super wide inkjet, from the lowest cost per label to the most automated business processes, EFI has everything your company needs to succeed. Visit www.efi.com/iquote or call 800-875-7117 for more information.