Print Estimating... 5 Things to
Add and Subtract

Intelligent Automation

Specify what you want to produce and let your system create the best plan for you. Keep everyone from sales to planning to production on the same page, able to make decisions and respond quickly to changes.

Speed & Throughput

Every second counts when you are trying to win new business. Accelerate your workflow by responding faster to requests for quotes (RFQs) and complete more estimates, plan more jobs, ship more orders, and collect more money every day.

Consistency & Simplicity

From RFQ to job plan, standardize your processes and get complete information in the right format every time. By simplifying the processes in your workflow, your employees can be more flexible, able to impact more areas of your business.

Best Practices & Security

Document, organize and apply your wealth of tribal knowledge with rules-based logic so the entire company works smarter. By doing this, you will also be protecting your intellectual property investment.

Profitable New Revenue

Understand what customers and jobs make you the most money and focus on those profitable areas. And, with a flexible, print-specific estimating system, have confidence to explore new product and service offerings to grow your business.

Disconnect & Dependence

How much does your company's success depend on a few key people and what happens when they are not available? What happens when your customer's job specs that were written on scrap paper get lost or get typed incorrectly into a spreadsheet?

Interaction & Re-keying

How much time do your employees spend developing RFQs, estimates, and job plans? How many phone calls and emails does it take to get all of the right information? Once something is recorded, shouldn't it flow to the next person, work center, or department?

Time & Waste

How long does it take you to turn an RFQ into an estimate? What if you could respond to two in that time and know that you will make money off of each? Speaking of making money... are you continuously improving your estimate vs actual variances?

Errors & Rework

A human touch is a chance for an error. Even small miscommunications about shipping addresses or due dates can destroy a profitable job or relationship. How often do workflow inefficiencies negatively affect your operations?

Profit-draining Work

Are you actually going to make money off of the job that you just planned for your customer who only orders once every 6 months? What if you could have taken on a more profitable job instead?

For more information, call EFI's Productivity Software team at 800-875-7117 or learn about EFI's Productivity Suite at
www.efi.com/suite

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