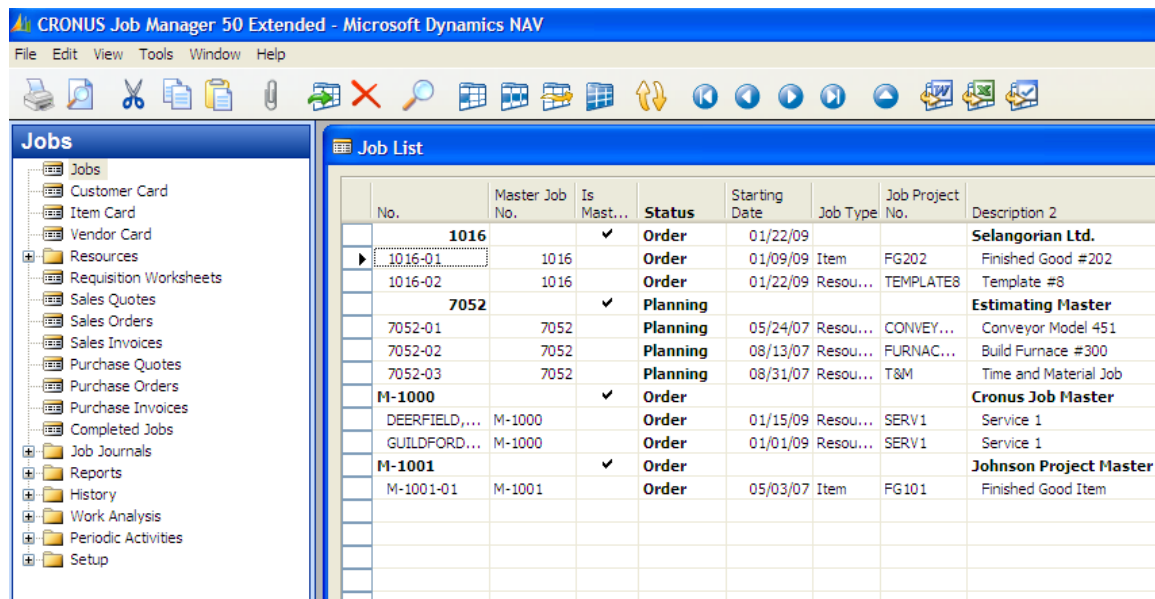


“Job Manager” for Aerospace and Defense

Aerospace and Defense is very unique. In fact, each Job is unique. You are producing equipment or providing a service and need a way to track the cost of that Job. The problem is the long duration of your Jobs. The Job Costs accumulate gradually over time.

Costs can come from many sources: Inventory Consumption, Direct purchases for the Job, Subcontractor’s costs, In-house Labor Cost, Misc. Accounts Payable charges, Travel and Transportation Costs, and Project Manager’s expenses.

In the Job List below notice the Status field and the Starting Date. This Job List is sorted by Job Number, but could be sorted by Start Date for scheduling.



The screenshot shows the Microsoft Dynamics NAV interface for CRONUS Job Manager 50 Extended. The main window displays a 'Job List' table with the following columns: No., Master Job No., Is Mast..., Status, Starting Date, Job Type, Job Project No., and Description 2. The table is sorted by Job Number. The data rows are as follows:

No.	Master Job No.	Is Mast...	Status	Starting Date	Job Type	Job Project No.	Description 2
1016		✓	Order	01/22/09			Selangorian Ltd.
1016-01	1016		Order	01/09/09	Item	FG202	Finished Good #202
1016-02	1016		Order	01/22/09	Resou...	TEMPLATE8	Template #8
7052		✓	Planning				Estimating Master
7052-01	7052		Planning	05/24/07	Resou...	CONVEY...	Conveyor Model 451
7052-02	7052		Planning	08/13/07	Resou...	FURNAC...	Build Furnace #300
7052-03	7052		Planning	08/31/07	Resou...	T&M	Time and Material Job
M-1000		✓	Order				Cronus Job Master
DEERFIELD,...	M-1000		Order	01/15/09	Resou...	SERV1	Service 1
GUILDFOORD,...	M-1000		Order	01/01/09	Resou...	SERV1	Service 1
M-1001		✓	Order				Johnson Project Master
M-1001-01	M-1001		Order	05/03/07	Item	FG101	Finished Good Item

Business is different when you are a custom manufacturer or service provider. Your business is not mass production, it is unique production. You need software that lets you track the actual cost to produce that piece of equipment. (A large machine, Conveyor System, boiler, electrical system, or “built in place” equipment) Your Job’s Profitability is your key to success: Revenue – Cost = Profit. Having full insight into every job aspect is how you will have information to make business decisions that drive profitability. Your type of business is often referred to as a “Job Shop”.

Job Manager for Microsoft Dynamics NAV provides your organization with real time reporting on costs before, during, and after each Job is complete. If your objective is to track Estimated Cost and Actual Cost, in real time, then Job Manager is your solution.

Job Manager for Microsoft Dynamics NAV is a total solution for your “operational” side and your financial side. Job Manager is an industry specific ERP solution.

If you are like many of our “Job Shop” customers this is your typical workflow:

- Estimating (Costs and Prices)
- Quoting
- Project Management
 - Master Job/Sub Jobs
 - Procurement
 - Labor Allocations
 - Consumption
 - Reporting & Statistics
 - Production of FG (optional)
 - WIP reporting to GL
 - Billing
 - Scheduling
 - Close Job
- Job History Analysis

Job Manager addresses each of the above common requirements. You will have confidence that from the time the Job is setup to the time the Job is closed you can access, in detail, every cost posting allocated to your Job.

Many of your Jobs tend to be Quantity = 1, not 10,000. You need software that expects you to be making a unique product or providing a unique service. Each Job can have a unique Bill of Materials and a unique Task List/Router. We know what you want!

With each Job having a different set of specifications and requirements, the real time information on job profitability becomes the key element to generating consistent bottom line profits.

	Orig. Estimate	Curr. Estimate	PO Outstanding Amount	PO Recv'd Not Invoiced	Actuals	Variance	Percent Complete
Revenue	15,464.29	15,464.29			618.56	14,845.73	4%
Job Project Quantity .	100.00	100.00			4.00	96.00	4%
Labor Hours	58.25	58.25			4.00	54.25	7%
Machine Hours	3.00	3.00			0.00	3.00	0%
Labor Cost.	1,267.50	1,267.50			38.80	1,228.70	3%
Machine Cost	60.00	60.00			0.00	60.00	0%
Expense.	0.00	0.00			0.00	0.00	0%
Material Cost	4,090.00	4,090.00	0.00	0.00	4,090.00	0.00	100%
Outside Processing. .	0.00	0.00	0.00	0.00	0.00	0.00	0%
Overhead Cost	0.00	0.00	0.00	0.00	0.00	0.00	0%
Misc Cost	0.00	0.00	0.00	0.00	0.00	0.00	0%
Transport	0.00	0.00	0.00	0.00	0.00	0.00	0%
Totals	5,417.50	5,417.50	0.00	0.00	4,128.80	1,288.70	76%
Profit Amount	10,046.79	10,046.79			-3,510.24		76.21
Profit Percent	64.97	64.97			-567.49		
Cost Each	54.18	54.18			1,032.20	-978.03	

Notice above the Revenue information too. Revenue – Cost = Profit.
Margin and Cost Each are displayed too.

Notice the Job is 76% Complete. All the fields are “Drill Down” fields that take you to the source transactions.

Performance can be further broken down into user defined Tasks. This extra cost control view is provided with a detailed Task List that is also used to assist the scheduling process. (See the Start Dates) What would be in your task list?

Job Task No.	Description	Job Task Comment	Step Resource No.	Setup Time	Run Time	Total Est. Router Hrs	Load Hours	Ignore for Duration	Start Date	Step Started	Step Finish
900	Begin Job							✓			
1000	Pre-Production							✓			
1100	Design		LIFT	0.500	0.025	3.000	3.00		01/09/09	✓	
1200	Estimate	✓	LABOR20	2.000		2.000	2.00		01/09/09		
1999	Total Pre-Prod...					5.000		✓			
2000	Production							✓			
2100	Grind		LABOR20	0.750	0.200	20.750	20.75		01/09/09	✓	
2150	Heat Treating S...		TIMOTHY	5.000		5.000	5.00		01/14/09		
2200	Paint		LABOR20	0.500	0.200	20.500	17.00		01/14/09		
2300	Polish	✓	LABOR20	0.250	0.030	3.250	3.25		01/17/09		
2400	Clean		LABOR20	0.250	0.020	2.250	2.25		01/17/09		
2999	Total Production					51.750		✓			
3000	Shipping							✓			
3100	Pack		LABOR10	1.000		1.000	1.00		01/19/09		
3200	Ship		LABOR10	0.500		0.500	0.50		01/19/09	✓	
3999	Total Shipping					1.500		✓			
9000	Total Job					58.250		✓			

Recalc	Labor/Other	BOM	Sub Totals	Discounts	Totals	Each No Disc.	Task/Router	Help
Estimated Price.	2,878.75	8,030.00	10,908.75	1,204.50	9,704.25	109.09	Total Contract Amt . .	15,464.29
Estimated Cost.	1,327.50	4,090.00	5,417.50		5,417.50	54.18	Contract Unit Price . .	154.64

The “Job Card” is the starting point.

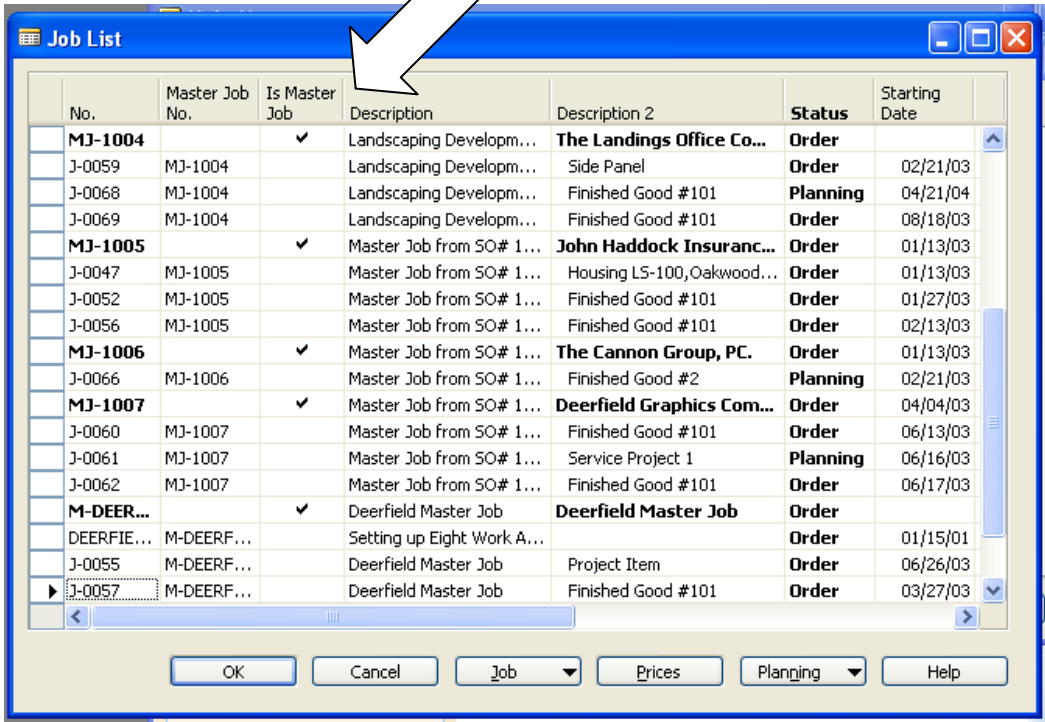
In the above Job, the Job is to produce a Model 451 Conveyor System for The Cannon Group. Notice the Job Status is “Planning”, so this job is in the estimating phase.

The Job Manager uses Dynamics NAV’s Job Ledger to hold all the actual cost transactions. You will know exactly Who, What, When, and Where costs were posted to your Job.

No.	Description	Quantity	Unit Cost (\$)	Total Cost (\$)	Location Code	Unit of Measure...	Unit Price	Line Amount	I	R
▶ FG202	Finished Good #202	4	54.175	216.70		PCS	125.68	502.72		
LINDA	Linda Martin	4	9.70	38.80		HOUR	19.30	77.20		
70010	Wooden Door	100	40.90	4,090.00		PCS	80.30	6,825.50		
FG202	Finished Good #202	-4	54.18	-216.72		PCS	154.64	-618.56		

Raw Materials shortages will generate procurement requisitions.
 Labor Hour demand can be compared to Capacities.

The Job Manager can be a full Project Costing system too. We enable you to group multiple Jobs (Sub-Jobs/Sales Orders) under a single Master Job (Project). A Master Job is the Customer's Project and the Sub-Jobs are the individual Cost Elements that need to be tracked in detail. See the sample window below.



Within each Job you get automatic separation of: Labor, Machine, Material, Outside Processing, Overhead, Misc, and Transport Costs. Your next level of Cost Allocation is down to the individual activities (tasks) of the Job. (Grinding, Polishing, Installing, Painting, Welding, Printing...) You define the level of detail and sequence of the work.

Work Breakdown Structure:

- Master Job/Project
 - Sub-Job
 - Group of Tasks
 - Task
 - Transaction/Entry

Job Manager – Key features for Aerospace and Defense

1. Enables you to analyze your costs at multiple levels:
 - Bill-to Customer
 - Sell-to Customer
 - Project Level
 - Sub Job Level
 - Cost Category Level
 - Group of Tasks
 - Task Level
 - Transaction Level
2. Enables you to Schedule Jobs/Tasks.
3. Estimating Costs and Revenue for later comparisons.
4. Real Time comparisons of Estimated Costs to Actual Costs.
5. Real Time analysis of profitability by customer, master job and sub-job levels.
6. Handles multiple procurement methods; below minimum, reorder points, or Job specific ordering.
7. Multiple consumption options. (Forward, Manual, Backward, with Production)
8. Optional use of full payroll system with integration to Jobs.
9. This is a complete ERP system: Full financial and operational control.

Other Features:

- Schedule and Re-Schedule as needed.
- Full Work in Process Accounting (WIP)
- Material Demand is generated from the Job Planning. Optionally you can purchase materials specific to this Job directly for the Job's Planning Lines.
- The Task List holds the roll up of Estimate and Actual for comparison.
- The Task List holds the Schedule too.
- Planning Jobs (Estimate Jobs) can have both Estimated Cost and Estimated Price. From a Planning Job, a Sales Quote is generated for the customer's approval.
- Transaction Entries may be viewed individually.
- Full Job History for future analysis.
- Create a New Job's Estimate from an Item Template or Resource Template.
- Job Cost is completely integrated with Sales and Marketing, Purchases, Inventory, Payroll, and General Ledger.

Benefits:

- Know where your costs are on every Job, every minute of the day.
- See Cost at the Job Level, Task Level, or Transaction Level
- Let the system tell you what Materials to purchase based on the Bill of Materials.
- No “Interfacing” with any other software. Job Manager is in NAV.
- Leverages Microsoft’s world renowned Office Interface for easier training.
- Incorporates Microsoft technologies providing for integration beyond just ERP
- Easy Access to all the details from the Job Statistics Window. (Drill Downs)
- Job Manager provides an easy way to manage resources, and track the status of production jobs by monitoring dates, activities, material requirements, and subcontractor activities within a single integrated system.

Optional Granules:

- MS-Project Connector
- Job Enhanced WIP
- Job Enhanced Billing
- Quality Control
- Business Snapshot Plus (highly recommended)
- Reports Pack (highly recommended)

We also have software for:

Machine Shops, Tool and Die Shops, Remanufacture, Metal Fabrication Shops, Custom Machine Mfg, Maintenance and Repair Shops, Custom Packaging, Furniture and Cabinets, Electronic Assemblers, Motors and Pumps, Print Shops, Plastic Processors, Vehicle Converters, Production Studios, Service and Repair Shops, Subcontractors, Niche Product Mfg., Computer Installers, Equipment Refurbishing, Research and Development, or Project Costing and Tracking Companies.

You are a Job Shop! Don't buy software for Standard Cost Manufacturing.

<i>Job Cost Manufacturing</i>	<i>Standard Cost Manufacturing</i>
Make to order	Build to stock
No finished goods inventories	Finished goods inventories/SKU's
Different products	Standard products
Sell to other companies	Sell to distributors or end users
Customer order driven	MRP demand forecast driven
Bid on RFQ's to get work	No RFQ's
Estimating is critical	Standard costing
Customer pricing (quotes)	Market pricing
Lead time required	Fill orders from finished goods inventory
Many schedule changes	Few schedule changes
Set ups/changeovers frequent	Set ups/changeovers less frequent
Direct contact with customer	Indirect contact with remote customer
Smaller companies	Larger companies

Owner managed	Professionally managed
Variable overhead allocation	Labor-based overhead allocation
Variable volume	More stable volume
Order backlog is good	Order backlog is bad (stockouts)
More dynamic	More static
More skilled labor (variable tasks)	Less skilled labor (repetitive tasks)
Dynamic scheduling	Static scheduling
Shorter runs	Longer runs
Improve by reducing lead time	Improve by reducing inventories

Common comments from Job Shop companies:

1. Corporately I am not doing as well as I think I should be, and I cannot identify the problem.
2. My people are collecting a lot of information, but everyone has a different spreadsheet and I cannot see the big picture.
3. If I ask my staff to pull together all their information to analyze our overall business the cost is staggering. We estimated it costs our company \$50,000 to produce semi-annual reports for the board of directors meeting.
4. When I get an analysis of a project it is too late to fix the problem.
5. Management wants to know what tasks in their business are the most profitable and which ones are the least profitable.

6. We need to measure if resources (labor and machines) are effectively used.
7. We need to know if our estimates are accurate.
8. How do I know what Percent Complete I am on a Job?
9. We want to reduce the high carrying cost of an overstocked inventory.
10. We want to reduce inventory shortages and to stop paying expedite charges.
11. Allocating labor improperly is very costly. We either have too much staff with nothing to do, or we don't have enough staff when things get busy.
12. Current system is not real time and access to the information is limited or hard to use.
13. We want to produce a "cost trend report" of similar items being produced.
14. We need easy access to historical data to assist quoting new work.
15. How can I put my Job's Schedule into Microsoft Project?

"Job Manager" is designed to address these issues.

Ask for an in depth demonstration today.

For more information contact your local Microsoft Dynamics NAV Reseller.

Job Manager is produced and distributed by:

Cost Control Software Inc
15443 Oak Road
Carmel, IN 46033