

## New methods of the integrated Quotation Costing in SAP® ERP

### Are you **faster** than your competitors?

Do you create several quotations with a low order conversion rate? Then, a quick response and a high degree of accuracy is required. Suitable tools for a target-oriented approach are then of immeasurable value.

Your customer is about to place an order – Have you set the course for a fast reaction?

- ▶ Is your process of creating quotations efficient and transparent?
- ▶ Do you avoid the time-consuming creation of master data (articles), which later remain in the system and cause interference?
- ▶ Do you frequently access external PLM systems and product catalogs?
- ▶ Is the quotation traceable as per the specifications it was created and according to the costing it was based on?
- ▶ Can you trust the underlying margins and profit contributions?



OSCo MasterData Trigger



All OSCo Business Processes are certified according to DIN EN ISO 9001:2008

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## Well-arranged functionalities of the Costing Cockpit

In spite of significant improvements in the process of quotation costing and the creation of quotations, many business leaders are dissatisfied with those processes in their companies. In many cases, the costing that are built using MS Excel tables with diverse formulas facilitate the basis costing to a certain extent.

With a quotation costing that is completely integrated in a ERP system as a process, the information flow and history are always traceable:

- ▶ Which version of costing has been created on the basis of which customer documents?
- ▶ Which internal agreements regarding future planned prices have been considered?
- ▶ Which version has been included in the final quotation?
- ▶ Is this version traceable during order creation?
- ▶ Do the scale quantities correspond with the current partial order quantities?
- ▶ What has been changed and when through renegotiations?



**Success stories from productive use of this highly integrated solution confirm the achievement of all goals.**

We paid special attention to ensure a high degree of integration of Controlling within SAP. The transparency and reliability of the product cost data are an absolute must. OSCo provides a quicker and a more flexible representation of the marginal costs' statements.

One of the core advantages of the OSCo Quotation Costing is the ability to execute costing and the subsequent submission of quotations without any existing structures or material master data in SAP.

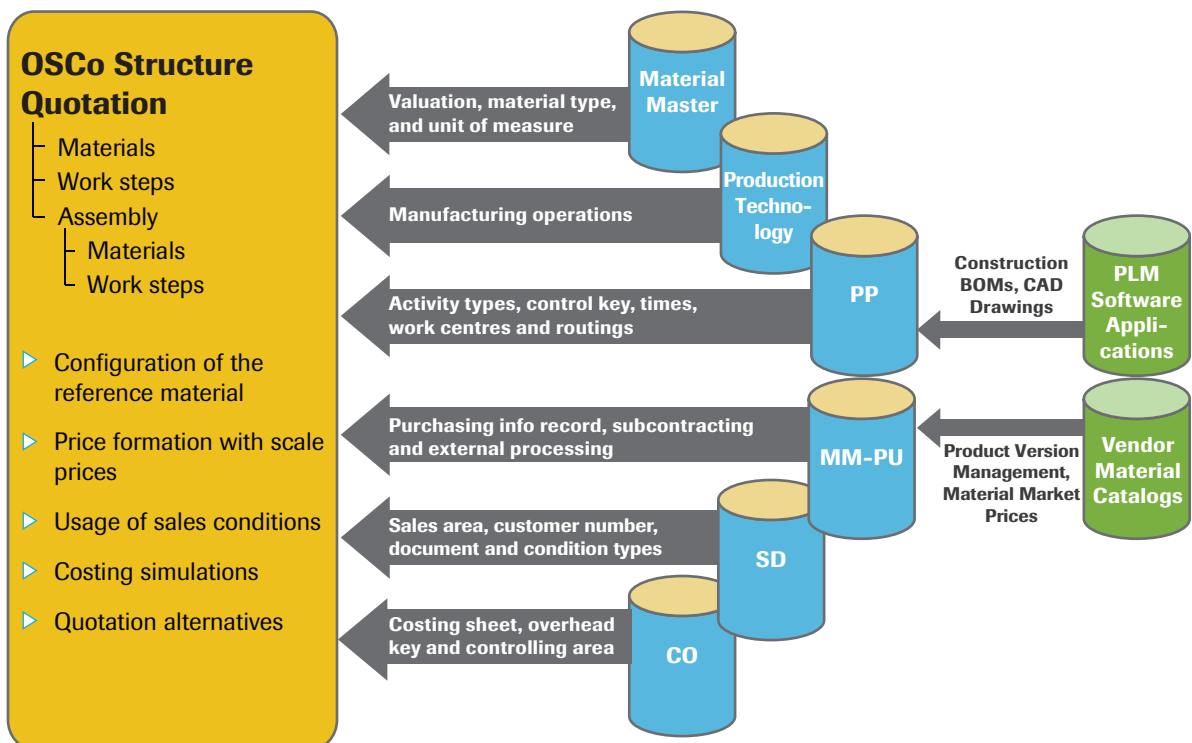
Interfaces to PLM (Product Lifecycle Management) and supplier catalog systems are integrated. By this, construction bills of material as templates along with CAD drawings can be taken over directly into the quotation costing. The supplier catalogs enable a more efficient use of the similarity search of existing product data, such as product and material catalogs of customers and suppliers along with their market prices. This accelerates the creation of quotations in SAP.

The main focus was given to the overall operative processes. It is now possible to describe

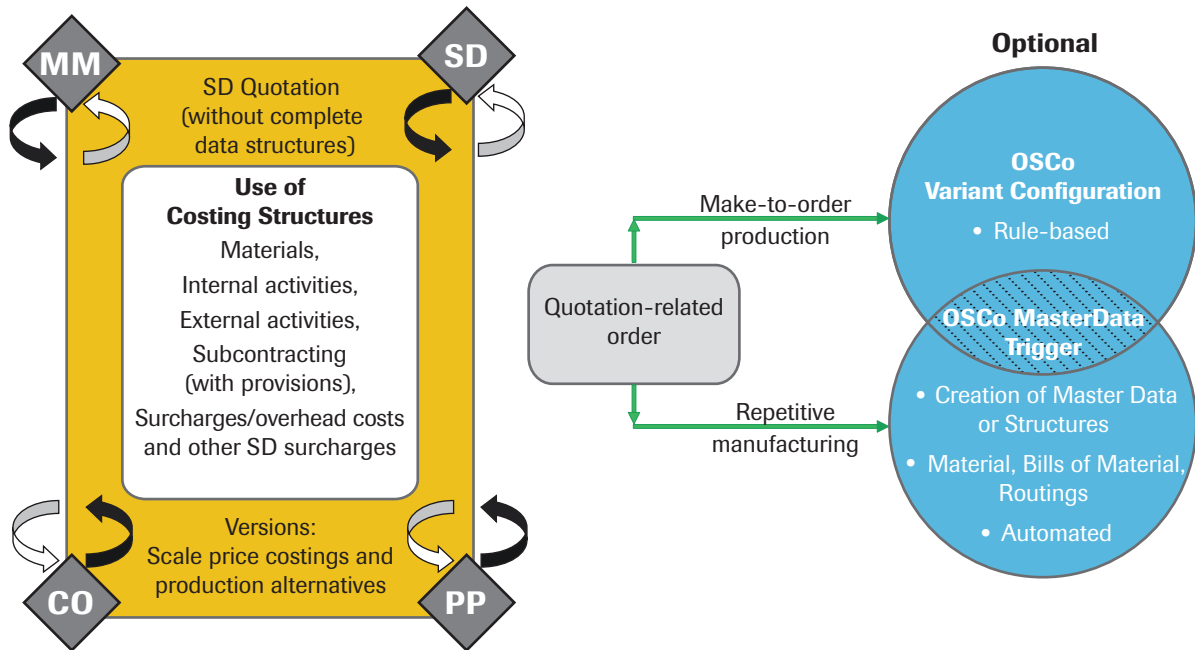
single-level and multi-level product structures for costing, without having to create master data. Nevertheless, the secure costing results of the SAP ERP system are available as an initial point. Therefore, everything from simple items up to large projects can be represented with a low effort but with a high degree of information.

Various versions of costing can be created, for e.g. versions for scale quantities. The relevant costing versions can be transferred directly from the application into the SAP quotations in SD (Sales) via a multiple selection screen for fast processing. The changes in costing and quotations are continuously traced and kept traceable. The standardized quotation process also reduces the risk of faulty or contradictory quotations. An existing costing can be used as a reference cost estimate and can be integrated as an assembly into other costing.

In the case of incoming orders, one can directly generate the master data for repetitive manufacturing. In other words, the required rule-based product structures can be created with the push of a single button.



**Data integration (incoming data flow)**



**Efficient add-on functions by OSCo for SAP Standard Cost Estimate**

The OSCo Quotation Costing can be completely integrated within SAP ERP. It is available for different release versions and is independent of ERP upgrades. A major advantage is that all data created can also be used in the SAP functions.

A secure and effective creation of quotations can give a significant competitive edge to your company. In the field of pricing pressure amid global competition and the need for quick

savings, a high availability and reliability of the underlying costing data is crucial to reach target prices and minimum margins.

With the OSCo solutions, companies can always keep track of the costs of a product. OSCo offers multiple tools to reach the necessary return on investment, even for highly complex products and production having numerous variants.



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