

Microsoft Dynamics 365 Business Central

The Right Option for Job Shops

Most orders for Job Shops are for a unique service or item and because jobs are unique, not a mass production type job, Standard Cost Manufacturing software will **not** work for your business.

You are selling a Service more than a Product. However, you will still need to consume Materials, pay Subcontractors, and track the Labor Hours allocated. Therefore, you need software designed for a Job Shop (Engineer to Order, Assemble to Order, or Make to Order).

The Distinguishing Capabilities of Job Shop Software

Business Central is an Activity Based Costing tool for your project / Job Costing applications. As a complete Project Management and Costing solution, Business Central provides an easy way to manage resources and track the status of each Job Task.





Business Benefits



Increase Revenue

With shorter lead times and reliable promise dates that allow for better deliveries and customer service.



Cut Costs

By significantly reducing inventories, overtime, expediting fees and time spend updating spreadsheets.



Keep Informed

With real time data. Know where your costs are on every job, every minute of the day.



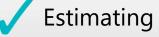
Gain Usability

 Through a thorough overview of your business to efficiently identify opportunities and detect issues.



Save Time

 With quick and easy access to your company's production status and identifying problems before they happen.



Profitability Analysis

🗸 Shop Floor Time Entry

			View	- (Ope	en J	obs				
en Jobs -					Ту	oe to filter (F3)	No.		• → •	Job Budgets	
40.	Description	Bill-to Custom	Description 2	Job Type	Job Project	Status	Contract S	tarting	er: Open Ending	Job Contract Amount: Total Task Contract A Planned Billable Amt:	16,598.0 16,598.0 0.0
004	Master Job from SQ# 1004	20000	Selangorian Ltd.		No.	Open	Amount (LCV) E	ute 24/2019	Date 1/24/2019	Total SO Amt:	17,356.4
1004-01	Sub Job For SQ No. 1004	20000	Conveyor	Resource	CONVEYOR	Open	16.598.07 4		1/24/2019	Shop Labor Hours: Field Labor Hours	412.0
1004-02	Master Job from SO# 1004	20000	Conveyor	Resource		Open		15/2018	1/24/2019	Machine Hours:	0.0
005	Master Job from SQ# 1005	30000	John Haddock Insurance Co.			Open	0.00 1	24/2019	1/24/2019	Shop Labor Cost:	6,808.0
1005-01	Sub Job For SQ No. 1005	30000	Finished Good #101 JM	Item	FG101JM	Open	25.000.00 12		1/24/2019	Field Labor Cost:	0.0
1005-02	Master Job from SO# 1005	30000	Finished Good #101 JM	Item	FG101JM	Open	26,450.00 12	1/14/2018	1/24/2019	Machine Cost: Expense:	0.0
607	Master Job from SQ# 1007	10000	The Cannon Group PLC			Open	0.00 1	24/2019	1/24/2019	Expense: Material Cost:	353.7
1007-01	Sub Job For SQ No. 1007	10000	Conveyor	Resource	CONVEYOR	Open	17,662.00 11	/6/2018	1/24/2019	Outside Processing:	0.0
008	Master Job from SQ# 1008	20000	Selangorian Ltd.			Open	0.00 1/	24/2019	1/24/2019	Overhead Cost:	0.0
1008-01	Sub Job For SQ No. 1008	20000	Service (3) - Job	Resource	SERVICE	Open	14,787.58 12	/19/2018	1/24/2019	Misc Cost:	0.0
000	Master Project	10000	Large Service Project	Resource		Open	0.00			Transport: Subleb:	0.0
3000-01	Master Project	10000	Service	Resource	SERVICE	Open	0.00 5	28/2019	6/30/2019	Total Est. Cost:	7,161.1
001	Project 3001	10000		Resource		Open	0.00				
3001-01	Project 3001	10000	Finished Good #101 JM	Item	FG101JM	Open	0.00 4	11/2018	5/18/2018	Job Actuals	
3001-02	Project 3001	10000	Made as Sub Job to Parent J	Item	MTS SUB J.,	Open	0.00 4	13/2018	4/16/2018	Revenues	0.0
DEERFIELD, 8 WP	Setting up Eight Work Areas	40000				Open	0.00 1/	14/2019	2/1/2019	Shop Labor Hours:	4.0
GUILDFORD, 10 CR	Setting up Ten Conference	50000				Open	0.00 1/	1/2019	1/31/2019	Field Labor Hours: Machine Hours:	0.0
NHOUSE	Jobs for Make for Stock	CRONUS				Open	0.00			Shop Labor Cost:	38.8
INHOUSE-01	Jobs for Make for Stock	CRONUS	Internal Job for Stock	ltem	MTSIJOB	Open	0.00 4	2/2018	4/16/2018	Field Labor Cost:	0.0
										Machine Cost:	0.0



Key Features

"I reduced my month end closing process to 3 days from 20 days." -Gerri McGighan -Lukens

Estimating and Quoting

- Estimator's Worksheet detailed calculations
- Template for standard product structure
- Multi-level BOM options
- Enable Non-Inventory Items



Procurement

- Demand based purchasing
- Buy direct to Jobs
- Subcontracts and outside processing
- Open PO visibility on Job Statics window
- Add Parts on the fly.



Labor Tracking

- Time collection stations
- Clock In / Cloud Out with shift tracking
- Scanner Interface
- Web Services option for remote time entry



Billing

- Milestone, Cost Plus, Percentage of Completion, T&M and Fixed Fee
- Earned revenue worksheet

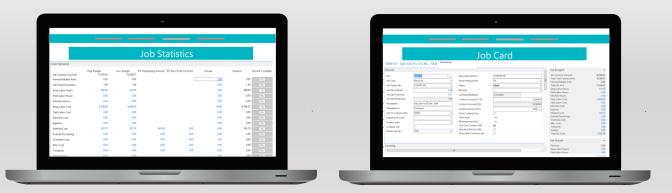


Work in Process (WIP)

- Auto-post WIP
- Auto-post Recognition
- Audit Trail

Also

- Bar Code Scanning
- Shop Floor Time Entry
- Capacity Planning
- Cost Audit Trail



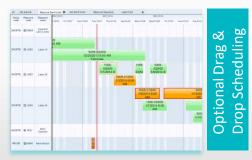


Does this sound like you?

- 1. I need to know if our estimates are accurate?
- 2. We need to know what percent complete we are on a job.
- 3. We want to reduce the high carry cost of our inventory.
- 4. When we get an analysis of a project, it's too late to fix problems.
- 5. We are collecting data, but everyone has their own spreadsheet.
- 6. We need access to historical data to quote new jobs.
- 7. We want to allocate employee time to the task level.

Job No. : 1006-03	Job Project MOTO	R				
Notor Design/Build/Install Nater Job from SO# 1006 Rates Order Insponsible PS Rater No. Lites Order No.	Customer 20000 John Hadd	ock Irva	unance Co.			Ż
lob Task	Setu	p Time	Run Time	Start Date	Fisiah Date	Operator Comments
210 Client Planni LABOR Labor 10		20.000	0 000 0 000 20 000	08-25-09	010209	
Job Planning Line Details						
Job Taté Ile. Type No. Descript 210 Resour (JABOR10 Later 0) 210 Resour (JABOR20 Later 2) 210 Ram 70000 Side Pan 210 Ram 1110 Rim	Yes	Setup Line Yes Yes No No	flan Time No No No No	Oty Per Unit 20 25 200 350	Quantity Beeded 20 20 200 350	
220 Design LABOR Labor 10 Job Planning Line Details		20.000	0 000 0 000 20 000	07:02:09	07.07.09	







Think of the Results First:

Job to Date Budget and Actual Cost in Real Time:

		V	iow	· _ (Эре	n la	hc				
		V			Jhe	II JC	702				
Open Jobs 🔹					Type t	o filter (F3)	No.	*	→ ×	Job Budgets	^
								Filter: C	pep	Job Contract Amount:	16,584.63
No.	Description	Description 2	Bill-to	Job Type	Job Project	Status	Contract	Starting	Endin ^	Total Task Contract Amt: Planned Billable Amt:	16,584.63 7,744.00
1003	Master Job from SQ# 1003	The Cannon Group PLC	Custom 10000		No.	Open	Amount (LCY)	Date 1/24/2019	Date 1/24/2	Total SO Amt:	17,356.43
1003-01	Sub Job For SQ No. 1003	Conveyor	10000	Resource	CONVEYOR		17.453.40		1/24/2	Shop Labor Hours:	392.00
1003-01	Master Job from SQ# 1004	Selangorian Ltd.	20000	Nesource	CONTETOR	Open		1/24/2019	1/24/2	Field Labor Hours: Machine Hours:	0.00
1004-01	Sub Job For SQ No. 1004	Conveyor	20000	Resource	CONVEYOR		16,584.63		1/24/2	Shop Labor Cost:	6,208.00
1004-02	Master Job from SQ# 1004	Conveyor	20000	Resource	CONVEYOR			10/15/2018	1/24/2	Field Labor Cost:	0.00
1004-02-CO-01	Change Order No. 1004-02		20000	Item	1100	Open	4,000.00		1/24/2	Machine Cost: Expense:	0.00
1004-03	T1SUV Chev Fascia Lwr Rein	Enter more Description Here	20000	Resource	SERVICE	Open	0.00	12/19/2018	1/24/2	Material Cost:	353.70
1004-04	T1SUV Chev Fascia Lwr Rein	More Description can be en	20000	Resource	CONVEYOR	Open	10,763.82		1/24/2	Outside Processing:	0.00
1005	Master Job from SQ# 1005	John Haddock Insurance Co.	30000			Open	0.00	1/24/2019	1/24/2	Overhead Cost:	0.00
1005-01	Sub Job For SQ No. 1005	Finished Good #101 JM	30000	ltem	FG101JM	Open	25,000.00	12/11/2018	1/24/2	Misc Cost: Transport:	0.00
1005-02	Master Job from SQ# 1005	Finished Good #101 JM	30000	ltem	FG101JM	Open	26,450.00		1/24/2	SubJob:	0.00
1007	Master Job from SQ# 1007		10000			Open		1/24/2019	1724/2	Total Est. Cost:	6,561.70
1007-01	Sub Job For SQ No. 1007	Conveyor	10000	Resource	CONVEYOR		17,662.00		1/24/2	Job Actuals	^
1008	Master Job from SQ# 1008	Selangorian Ltd.	20000			Open		1/24/2019	1/24/2		
1008-01	Sub Job For SQ No. 1008 Master Job from SQ# 1011	Service (3) - Job	20000	Resource	SERVICE	Open	14,787.58	9/8/2019	1/24/2 9/8/20	Revenue: Shop Labor Hours:	2,810.40 28.00
1011	Sub Job For SQ No. 1011	Selangorian Ltd. Custom Air System	20000	Resource	AIR SYSTEM	Open	17,512.00		9/8/20	Field Labor Hours:	0.00
1011-02	Master Job from SQ# 1011	Custom Air System	20000	Resource	AIR SYSTEM			6/24/2019	9/8/20	Machine Hours:	0.00
1011-02	Master Job from SQ# 1011 Master Job from SQ# 1011	Selangorian Ltd.	20000	resource	AIN aT AT EMI	Open		9/8/2019	9/8/20	Shop Labor Cost: Field Labor Cost:	1,454.00 0.00
1012-01	Sub Job For SQ No. 1012	Custom Air System	20000	Resource	AIR SYSTEM		17,978.40		9/8/20	Held Labor Cost: Machine Cost:	0.00
	Master Job from SQ# 1013		10000			Open		9/8/2019	9/8/20	Expense:	0.00
1013		Conveyor	10000	Resource	CONVEYOR		16,828.80		9/8/20	Material Cost:	206.50
1013 1013-01	Sub Job For SQ No. 1013			Resource		Open	0.00			Outside Processing: Overhead Cost:	0.00
		Large Service Project	10000								
1013-01	Sub Job For SQ No. 1013		10000 10000	Resource	SERVICE	Open	10,500.00	5/29/2019	6/30/2	Misc Cost:	0.00
1013-01 3000	Sub Job For SQ No. 1013 Master Project	Large Service Project			SERVICE	Open Open	10,500.00	5/29/2019	6/30/2	Misc Cost: Transport: Subjob:	0.00 0.00 0.00

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Think of the Results First:

Job Estimated Cost Calculated in Real Time:

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		un –	JOD	esum	aung	j – 100	14-01 30	n n		I SQ IV	\mathbf{O} . \mathbf{IOC}	4		
_					_		_							
и номе	ACTIONS	NAVIGATE	REPORT		Edi	t - Job Estimatin	g - 1004-01 · Sub Jo	ob For SQ N	o. 1004			CSI Combo Demo (11-0)		
				(Eh		b		h.D.		CRONUS CCSI C	ombo Demo 2018 - C	CSI Combo Demo (11-0)	with P1 - ccs.	
Delete Recald	Import CAD Plan	Edit Cor	v Sched Prices	o Make Single	Line Make C	Dontract Job	Job Refresh F	ind						
Manage	CAD Plan	ning Lines Ta	sk Contract Amt Process	Sales Quo	te Line Sale	s Quote Quote Rep	Estimate							
Job Task No.	Description			Phase Code	Task	Resource Name	Setup/Est. Sime	Run Time	Wait Hours	Total Est. Task	st Labor Cost E	Job Task Summary	^	~
0001	Begin Job				Resource No					Hours		Job Task No.:	2100	
1000	Pre-Prod	luction									-	Description: Job Task Type:	Cutting Posting LABOR10 0.000 6/5/2018 No 6/6/2018 No	
1100	Client	Veeting			LINDA	Linda Martin	40.000		20.00	60.000	388.00	Step Resource No.:		
1200		ering / CAD			ENGINEER	Engineer	30.000			30.000	900.00	Setup Time: Run Time:		
1300		Meetings			LABOR20 LABOR30	Labor20 Labor30	40.000	\		40.000	200.00	Start Date:		
1400	Designi Total Pre	-Production			LABORSO	Laborau	40.000	\		40.000	2,688.00	Step Started: Finish Date:		
2000		on Departmen	ŧ						· · ·			Finish Date: Step Finished:		
2100	Cutting				LABOR10	Labor10	10.000		\	10.000	100.00	TotalEstCost:	440.50	
2200	Unit 10				LABOR10	Labor10	20.000			20.000	200.00	Total Act Cost: Contract Amount:	0.00 1,019.83	
2300 2400	Weldin				LABOR10 LABOR10	Labor10 Labor10	60.000 40.000			60.000 40.000	600.00 400.00			-
2500	Assemt				LABOR10	Labor10 Labor10	40.000		\	50.000	500.00	Budgeted Prices	^	
2600		spection			LABOR10	Labor10	12.000			12.000	120.00	Labor and Machi BOM and Purcha	17,212.00 691.40	
2999	Total Fab									192.000	1,920.00	Sub Total:	17,903.40	
3000	On-Site I	Department								\	~	Discounts: Net Total:	96.97 17,806.43	
Job Estimate P		s									^	Unit Price w/o Dis	17,903.40	
View Item's			🙏 Explode BO		Filter Tec C	lear Filter						Budgeted Costs	^	
Line Type	Planning Date	Job Task	🚓 Туре	No.	Descriptio	'n	Qty Per Unit	Unit of Measur	Qui	antity Unit	Cost Tot ^	Labor and Machi	6,208.00	
Budget	6/5/2018	2100	Resource	LABOR10	Labor10		10	HOUR		10	10.00	BOM and Purcha	353.70	
Budget	6/5/2018	2100	ltem	70000	Side Panel			PCS			24.10	Total: Unit Cost:	6,561.70 6,561.70	
Budget	6/5/2018	2100	Item	70001 70002	Base			PCS PCS			31.70	Contract Pricing	•	
Budget	6/5/2018	2100	ltem	/0002	Top Panel		1	PCS		1	22.50	Job Contract Am	16,584.63	
												Job Contract Am		
													ОК	

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Think of the Results First:

Job Statistics in Real Time: (Budget v. Actual)

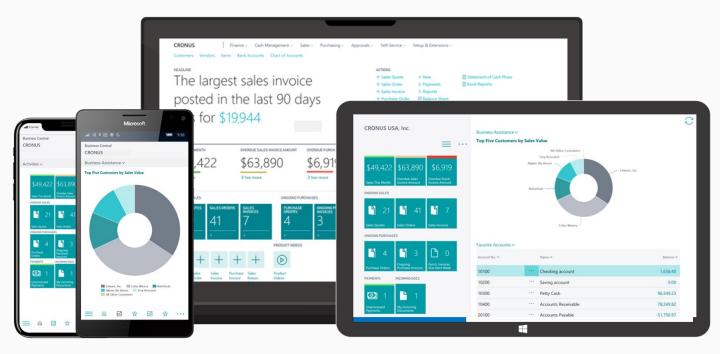
						-	
							_
		Charlinting	1004.0	1.0.1.1.1.		1004	
	view – Job	Statistics	- 1004-0	I SUD JOD	For SQ NO.	1004	
1004-01 · Sub Job	For SQ No. 1004						
Cost Variance							^
	Orig. Budget	Curr. Budget P	O Outstandng Amount	PO Recv'd Not Invoiced	Actuals	Variance P	Percent Complete
Job Contract Amount:	16,598.07	16,584.63	3				
Planned Billable Amt:	5,620.80	7,744.00		L	2,810,40	4,933.60	0%
Job Project Quantity:	1.00	1.00			0.00	1.00	0%
Shop Labor Hours:	412.00	392.00			28.00	364.00	7%
Field Labor Hours:	0.00	0.00			0.00	0.00	0%
Machine Hours:	0.00	0.00			0.00	0.00	0%
Shop Labor Cost:	6,808.00	6,208.00			1,454.00	4,754.00	23%
Field Labor Cost:	0.00	0.00			0.00	0.00	0%
Machine Cost:	0.00	0.00			0.00	0.00	0%
Expense:	0.00	0.00			0.00	0.00	0%
Material Cost:	353.70	353.70	665.00	0.00	206.50	147.20	58%
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%
Subjob Items:	0.00	0.00			0.00	0.00	0%
Totals:	7,161.70	6,561.70	665.00	0.00	1,660.50	4,901.20	25%
Profit Amount:	-1,540.90	1,182.30			1,149.90		
Profit Percent:	-27.41	15.27			40.92		
Cost Each:	7,161.70	6,561.70			1,660.50	4,901.20	
Retainage:					0.00		

Notice above you also have:

- Original Budget
- View to Purchase Order Outstanding (Committed Cost)
- PO Received, Not Invoiced
- Variance and Percent Complete
- Job to Date profitability

Business Central for Job Shops

A complete activity based costing solution.





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